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The CHEMIST AND DRUGGIST

Established 1859 28 Essex Street, Strand, London, W.C.2. *Registered as a Newspaper*

No. 2777.
VOL. CXVIII.

APRIL 29, 1933

Annual Subscription (with Diary) 20/. *Single Copies* 9*d*.

For the Doctor's Obstetric Bag

TRADE "BRISETTES" MARK

Crushable Capsules containing 20 minims of Chloroform. Specially prepared for use as an analgesic in childbirth

As occasion demands, a "Brisette" may be placed between the folds of a handkerchief, crushed and given to patient with instructions to press it over her mouth and nose, inhaling deeply.

TRADE MARK

J. F. MACFARLAN & Co.

109 ABBEYHILL, EDINBURGH. 32 BETHNAL GREEN RD., LONDON, E.1. Works: Abbeyhill and Northfield, EDINBURGH

Index to Advertisers, pp. 5 & 6.

you can safely recommend

Elastocrêpe

TRADE MARK

SUPER ELASTIC CLOTH BANDAGE

Non-adhesive and washable for Varicose Vein support, and in the after-treatment of all leg affections.

Allows free ventilation and circulation.

Made from the same special resilient yarns as Elastoplast.

Washing renews the elasticity.

3″ wide—FLESH or CREAM—2/6 each
(3 yds. unstretched) Trade Price - 1/8 each

and

Elastoplast

REGD. NAME

ELASTIC PLASTER

Manufactured by T. J. SMITH & NEPHEW, LTD., HULL

OBTAINABLE FROM ALL WHOLESALE HOUSES

NEW Anti-Thrax Regd.

SAFE BRUSHES

UNSPLITABLE HANDLES

with STYPTIC PENCIL (Prov. Pat.)

HONESTLY THERE IS NO BRUSH IN THE WORLD TO COMPARE WITH IT. *The following facts will confirm this statement.*

STYPTIC PENCIL (Prov. Pat.) removed from brush by unscrewing with end of tooth brush handle

HANGING DEVICE (Prov. Pat.) Special hook supplied to hang brush after use

UNSPLITABLE HANDLE (Regd. Design) Made of Thraxite. No grooves for collection of dirt. Easily gripped.

HEAD Bristles will not come out. No Goat Hair is used in any Anti-Thrax brush.

£500 FREE INSURANCE POLICY AGAINST ANTHRAX given with every brush.

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Send for a sample

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No. 2	do medium.. ..	2/6	20/-
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No. 4	do HOOK & STYPTIC	4/6	36/-
No. 5	do do	5/6	44/-
No. 6	do do	7/6	60/-
*No. 7	PURE BADGER	5/6	44/-
*No. 8	do with HOOK & STYPTIC	7/6	60/-
No. 9	do do	10/6	84/-
No. 10	do do	12/6	100/-
No. 11	do do	15/6	124/-

*Just Out Also Higher Prices

GLASS TOPPED SHOWCASE
Containing 1 each Nos. 1, 2, 3, 4, 7 and 8
16/6
Retail value of brushes
25/-

Obtainable from your USUAL WHOLESALE HOUSE

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LIQUID SHAMPOO

. . . . to meet the economy craze!

Women are finding out that a liquid shampoo is far more economical than the old-fashioned powder, and yet it satisfies their inborn love of luxury, their demand for a free-lathering, perfumed product. Tell your customers that a tablespoonful of Oslo is all they'll need each time, so a shampoo costs only a penny or so this way. You'll find these gay orange and yellow packs will sell rapidly during sunny weather, especially if you bring the sixpenny introductory pack to the fore. Stock up now for "hatless" days and make the most of the peak shampoo season.

AND A SIXPENNY SIZE TOO!

Here's another Maclean idea to help you compete in the sixpenny market. In addition to the 1/3 pack illustrated, there is a sixpenny size to pave the way to big-pack sales.

MACLEANS OSLO

PINE TAR SHAMPOO

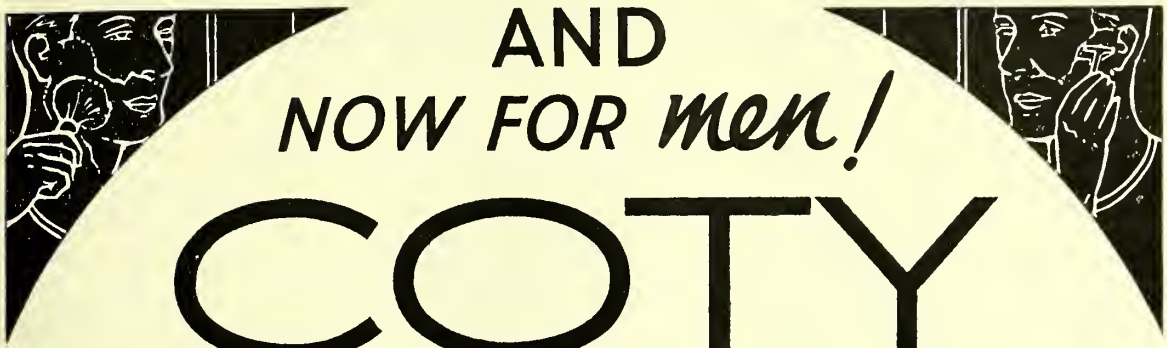
PRICES

LARGE SIZE TO RETAIL AT 1/3
Price per dozen 10/-
(*Bonus of* 1 *doz. on* 3 *doz. lots large size only*)

SMALL SIZE TO RETAIL AT 6d.
1 *dozen* 4/-
6 *dozen* 3/9 *per dozen*
12 *dozen* 3/6 *per dozen*

Telephone: Ealing 6616. *Telegrams: "Macleans, Brentford."* *Cables: "Macleans, Brentford, Middlesex."*

MACLEANS LTD. GREAT WEST RD. BRENTFORD. MDSX



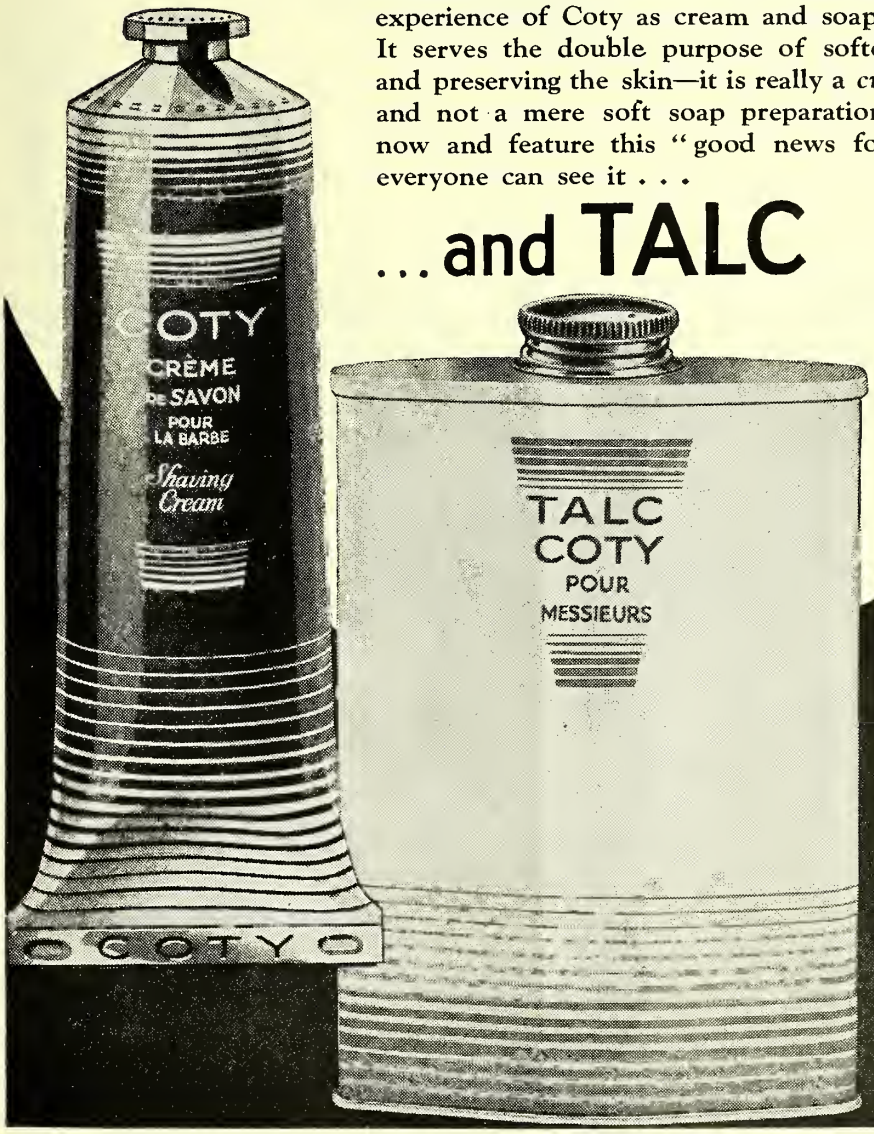
AND NOW FOR *men!*

COTY

SHAVING CREAM

Prepared by an entirely new process based on the long experience of Coty as cream and soap manufacturers. It serves the double purpose of softening the beard and preserving the skin—it is really a *cream* for shaving and not a mere soft soap preparation. Order stock now and feature this "good news for men" where everyone can see it . . .

...and TALC



SHAVING CREAM
1/6

TALC
2/-

The special Talc is prepared in an "Invisible" shade and is delicately perfumed with Coty Eau de Cologne.

The usual Coty discount terms apply to these two new lines.

COTY (England) Ltd., Coty House, 3, Stratford Place, London, W.1. *Telegrams:* "Paricoty, Phone London." *Telephone:* Mayfair 7244.

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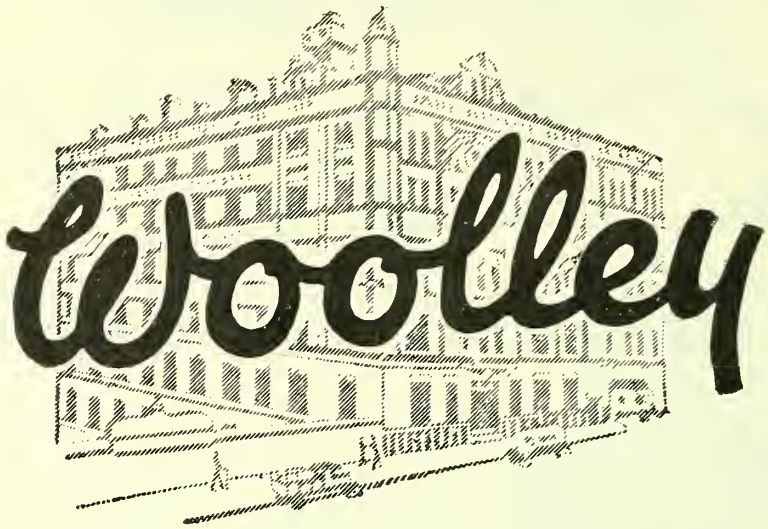
TRADE MARK

TRADE MARK



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SONS & Co., Ltd
VICTORIA BRIDGE, MANCHESTER

W.30

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[*Continued overleaf.*

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NALGO

THE PAIN-KILLING ANTISEPTIC

You will be asked for this unique Antiseptic because :—

Dentists and Medical men throughout the country have acclaimed NALGO as the Antiseptic for which they have been waiting.

NALGO the efficient and pleasant gargle.
NALGO is the ideal Mouth Wash after Dental extraction.
NALGO for Septic Sockets, Spongy Gums, Pyorrhoea, etc.
NALGO for Cuts, Wounds, Abrasions, Scalds.

You will be doing your customers a good turn by recommending NALGO because NALGO definitely takes away pain, stops swelling and quickly subdues inflammation.

Packed in two sizes—10½d. and 1s. 6d.

TRADE & EXPORT ENQUIRIES INVITED.

HOUGH, HOSEASON & Co., Ltd.

Manufacturing Chemists, MANCHESTER

NA.I

Backed by merit & National advertising!

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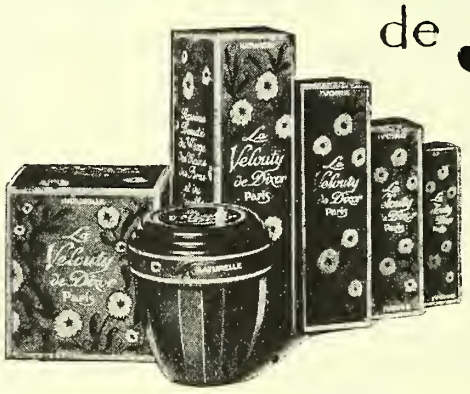
The original combined Cream and Powder

VELOUTY

de DIXOR



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES :—No. 1. Handbag tube	3/-	doz.	Retail	–/4½
No. 2. Small tube -	4/-	,,	,,	–/6
No. 3. Medium tube	7/-	,,	,,	1/–
No. 4. Large tube -	14/-	,,	,,	2/–
No. 5. Super tube -	22/-	,,	,,	3/–
Pots (glass) -	21/-	,,	,,	2/9
Pots de luxe (unbreakable) - -	36/-	,,	,,	4/6

Made in four shades :

WHITE, IVORY, NATURAL and OCHRE.

Obtainable from your regular Wholesaler or direct from the Manufacturers:

DIXOR, LTD., 68 Newman St., Oxford St., London, W.1

Sole Distributors for

Northern Ireland : ROBERT MAYRS & CO., 43 Chichester Street, BELFAST
Irish Free State : MAY, ROBERTS & CO., LTD., Grand Canal Quay, DUBLIN

Roger & Gallet

Authentic Eau de Cologne
JEAN MARIE FARINA, *guaranteed genuine*
Retail Prices: 4/9, 8/9, 18/6, 40/-, 80/-

New presentation modern box in the following odours:
VIOLETTE de PARME, CARNATION, SWEET PEA, MUGUET, SANDALWOOD.
Retail Price: 2/-

Shades:
WHITE
NATURAL
RACHEL
RACHEL FONCE
OCHRE ROSE *and also in the* NEW PARIS FASHION SHADE — AURORA

CRYSTAL BRILLIANTINE, *in modern pot.*
CARNATION, VIOLET.
Retail Price: 1/9

Artistic cellulosed powder box in the following odours:
LE JADE, PAVOTS D'ARGENT, FEU FOLLET, COLOGNE JEAN MARIE FARINA. *Retail Price:* 3/-

Roger & Gallet guarantee that all their Perfumes, Eaux de Cologne, Toilet Waters, Hair Lotions, are prepared with the best, purest, potable, dutiable S.V.R. spirit obtainable, and not with methylated nor any other industrial spirits known as "DUTY FREE"

ROGER & GALLET (LONDON) LTD.
1 LECHMERE ROAD, LONDON, N.W.2
LONDON and PARIS

Presenting: PREMO *RUB-BAK* BATH BRUSHES

in Two Styles
-with HANDLE
-with STRAP

Once again PREMO introduces something quite new, something possessing the same instant selling appeal that characterised the original PREMO all-rubber Brushes.

These new productions will extend the sales of PREMO into a far wider and more profitable field. PREMO "Rub-bak" Brushes are ingeniously designed for "scrubbing" the back and give the skin a vigorous, healthy massage. Retailing at 3/9 they are certain to prove instant sellers.

The "Rub-bak" Brushes are made in PREMO's 7 beautiful colours.

THE "RUB-BAK" STRAP BATH BRUSH
with indestructible rubber strap.

THE "RUB-BAK" HANDLE BATH BRUSH
with specially shaped wooden handle firmly fixed.

EITHER STYLE RETAIL PRICE **3/9** WHOLESALE PRICE DOZ. **30/-**

MADE IN ENGLAND

in **7 BEAUTIFUL COLOURS**
FLESH VIOLET
BRICK "JAZZ"
BROWN GREEN
SAXE-BLUE

These brushes are packed in attractive individual containers.

PREMO ALL RUBBER BRUSHES

OBTAINABLE FROM ALL WHOLESALERS

PREMO BRUSHES LIMITED, THE RUBBER WORKS, PETERSFIELD, HANTS.

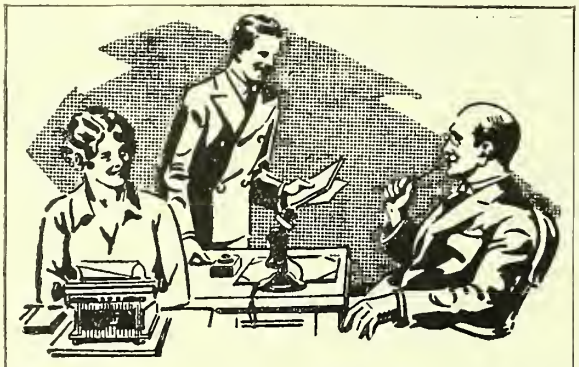
WE ARE EXHIBITING

PHENOMENAL SUCCESS of "LADY GAY" SALES DOUBLED

An Announcement to the Trade

The virile "Lady Gay" sales policy continues to create big "Lady Gay" business everywhere. Here is another sales attraction in the most popular perfumery plan of today. In addition to good goods, rightly presented and priced, and backed by excellent display and printed matter, now comes the new series of "Lady Gay" advertisements giving the opinions of the popular younger actresses, including such well-known favourites as Jessie Matthews, Betty Stockfield, Jane Carr, Dorothy Hyson, Nancy Burne, etc. Yet another sales attraction to bring you more "Lady Gay" customers. "Lady Gay" is fast becoming the popular favourite. Display "Lady Gay" prominently and so meet the growing demand.

PARFUMERIE DE FLEURY, RAWDON, LEEDS



"You can't all be away together"

"SOMEONE MUST TAKE THEIR HOLIDAYS EARLY, but there's no hardship in that.

"Just think of the Glories of Somerset, Devon or the Cornish Riviera in Spring and early Summer. You must have seen pictures in the newspapers during past months of bathing at these places, even in mid-Winter.

"What must they be like in May and June, easily the best months for holidays in the lovely West Country?

"You'll get longer days, maximum sunshine, cheaper accommodation, trains won't be crowded, and you can enjoy your tennis or other sport amidst the finest scenery in England.

"This year sees the introduction of the most generous Cheap Ticket arrangements ever afforded by the Great Western Railway. From May 1st, 'Summer Tickets' at a single fare and a third for the double journey will be issued by any train, any day between principal towns, cities, seaside and inland resorts, and you may return upon any day within a calendar month. I should advise you to lose no time in writing or telephoning the nearest G.W.R. Station or Ticket Office for information.

"At the same time get the G.W.R. 'Holiday Haunts' Guide, which will give you 8,000 'Where to Stay' Addresses and full particulars of more than 700 Holiday Resorts. It is on sale everywhere at 6d.

"A Holiday in Somerset, Devon or Cornwall will be the cheapest and best you have ever spent."

GWR

ROLL STANDARD FILM

2¼×3¼ 6 Ex.

THE SHILLING FILM

Factory output now increased to meet the ever-growing demand

THE QUICK-SELLING LINE FOR YOUR COUNTER AND AUTOMATIC MACHINES

Now available in cylindrical cartridges, in addition to the usual square packing

STANDARD FILMS

1300 H. & D. MULTICHROME EMULSION

ATTRACTIVELY PACKED.

Usual trade terms, carriage paid any quantity

SAMPLE SPOOL - 1/-, POST FREE

Order through your wholesaler or direct from

PHOTO TRADING CO. LTD.

Change Alley, SHEFFIELD

Works - CAMPO LANE

EVERY MAN WHO SHAVES IS A PROSPECT!

2/- STANDARD MODEL

5/- DE LUXE MODEL

You will never find a better selling proposition than the Pifco SHARPEX Razor Blade Sharpener. It makes an instant appeal to every man who shaves himself. Demonstrate this wonderful instrument and let your customers see it. They will be interested. There is no instrument in the world as good as a Pifco SHARPEX. It is simple to use and there is nothing to break. Stock up today. Write for liberal trade terms from PIFCO LTD., High Street, MANCHESTER, or 150 Charing Cross Road, London, W.C.2, and all good class factors.

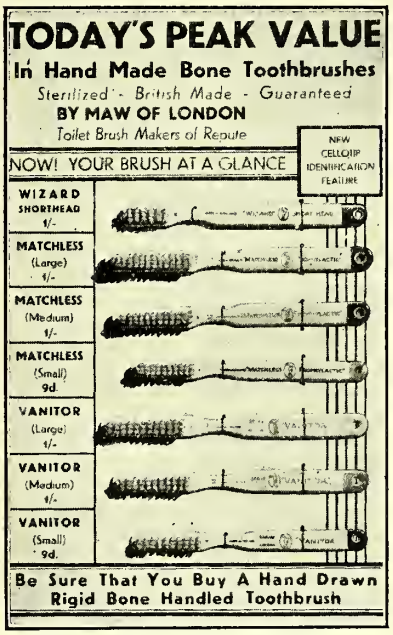
Pifco

SHARPEX

RAZOR BLADE SHARPENER

Hand Made Bone Tooth Brushes

at Lowest Prices Ever Known



"Peak Value" Salesmaker

There is still a good market for hand-made Bone Tooth Brushes selling at popular prices. This is not surprising, as they are particularly durable and will successfully withstand immersion in hot water and hard usage.

Here are three patterns of Bone Handled Tooth Brushes which we offer at the lowest prices you have ever bought. They are made by hand in our own factories and are supplied with the following unique features without extra charge :—

De Luxe Labelling and Boxing
Individual Cellophane Wrapping
New Cellotip Identification Feature
Two Textures to Each Pattern
Attractively Printed Handles

The striking showcard illustrated—To-day's Peak Value—is supplied **FREE** with all orders for $3\frac{1}{2}$ dozen Brushes, consisting of six each Wizard-Short Head, Vanitor-Standard (large, medium, and small), and Matchless-Prophylactic (large, medium, and small).

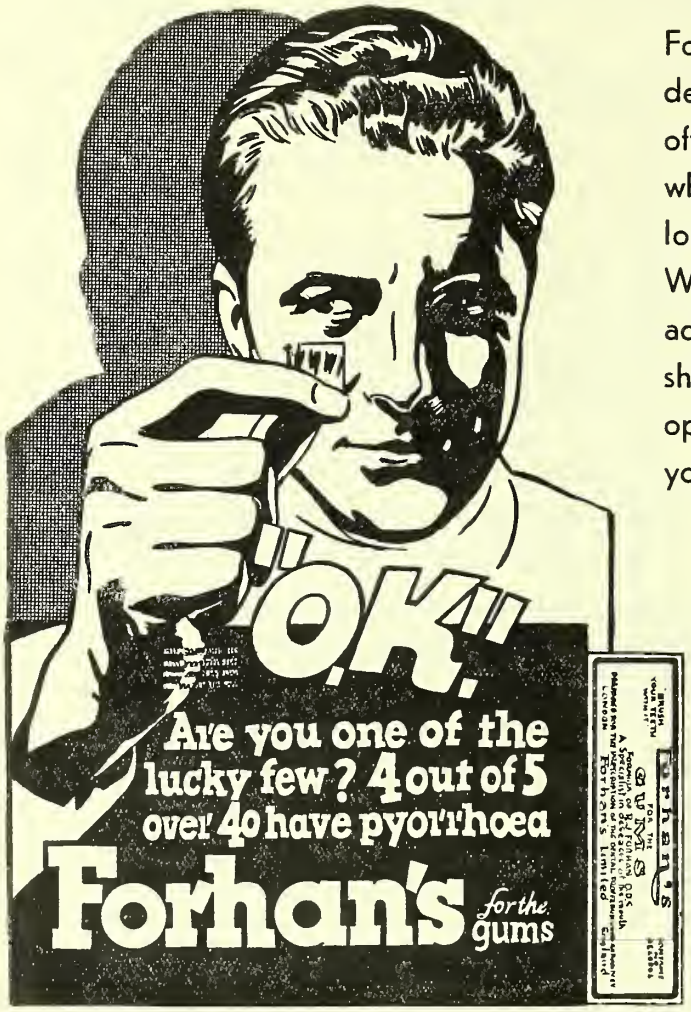
The card is printed in blue on cream and is constructed to hold one each of the seven Tooth Brushes mentioned above. It shows the exclusive Cellotip feature to good advantage and announces the names of the Brushes and prices in bold type. The selling message is forcefully worded and there is no doubt that this card will become a real salesmaker.

DON'T HESITATE! SEND FOR THIS MODERN SALESMAKER

S. Maw, Son & Sons, Ltd.,
Aldersgate Street,
London, E.C.1.

TRADE MARK

Upon the prominence of YOUR DISPLAY *everything depends*



Put this show card at the front—link up with the extensive advertising for maximum sales and higher profits.

Forhans for the gums is the only dental preparation which can truthfully offer complete oral hygiene; that is why the advertising is so dramatic, logical and convincing.

Whether or not readers of our advertising buy Forhans from *your* shop will depend upon your co-operation—upon the prominence of your counter and window displays.

★

BONUS FOR WINDOW DISPLAY

Assorted sizes to the minimum value of

£1.10.0	list	price	less	2½%
£3. 0.0	"	"	"	5%
£6. 0.0	"	"	"	7½%
£10.0.0	"	"	"	10%

Put FORHAN'S *on display it will pay*

STEMCO LTD., 128 ALBERT STREET, CAMDEN TOWN, N.W.1

SOLE DISTRIBUTORS FOR FORHAN'S LIMITED

Widening a New Market for You

Touzeau Saunders' fragrant Nursery Powder is cooling and refreshing—two qualities which will win the favour of mothers and nurses everywhere.

Smooth and fine in texture, Touzeau Saunders' Nursery Powder is guaranteed free from gritty matter and all impurities.

Advertisements are now appearing offering free samples, and mentioning the chemist as the source of future supplies.

To obtain the business for Touzeau Saunders' Nursery and Toilet Powder in your district you need but to display and recommend it. The general public, as well as the nursing profession, is showing increasing preference for this superior product, sales are increasing week by week, and the progressive advertising that is building them will be vigorously pursued.

TOUZEAU SAUNDERS'
NURSERY AND TOILET POWDER
Awarded Certificate of Institute of Hygiene

SPECIAL WINDOW DISPLAY BONUS

Gross lots 13 to the dozen for Window Display.

If ordered through a wholesaler bonus will be sent direct from agents.

Retail **7½d.** per tin P.A.T.A.

Wholesale **5/-** per doz.

Gross lots at **57/-** carriage paid

TOUZEAU SAUNDERS' Nursery & Toilet Powder

Obtainable from all Wholesalers or the Proprietors' Depot:

BUTLER & CRISPE, 80/84 Clerkenwell Road, London, E.C.1

SANDALWOOD OIL

Distilled from SANTALUM ALBUM. *linn.*
at the MYSORE GOVT. FACTORIES

GOVERNMENT OF MYSORE

MINIMUM 90% ACTUAL SANTALOL

For further information apply

Guaranteed B.P. & U.S.P. Standards

TRADE COMMISSIONER *for* MYSORE *in* LONDON
GRAND BUILDINGS TRAFALGAR SQ. W.C.2

Telephone : Whitehall 8888 *Code : Bentley*

Sole Agents for America : Messrs. W. J. Bush & Co., Inc., 370 Seventh Avenue, New York.
Sole Agents for Canada : Messrs. W. J. Bush & Co. (Canada), Ltd., 432 St. Helen St., Montreal.

POTTER'S CATARRH PASTILLES

P. A. T. A. **1s. 3d.**
PER DOZ. **11s. 0d.**
BOXES ½ DOZ.

of outstanding efficacy and merit. They have captured the approval of the Public. There is good business in this line for you.

'Phone: Bishopsgate 4761 (5 lines)

'Grams: "Horehound Phone London" (2 words)

POTTER & CLARKE Ltd.

60-64 ARTILLERY LANE, LONDON, E.1

Manchester: 24 Luna St., Great Ancoats

STABILITY ACCURACY SUPERIORITY

StaffAllenS

DIGITALIS

The best samples of Digitalis have been shewn by biological test to vary 150% in therapeutic activity, whilst the leaf in commerce is frequently adulterated with mullein leaf.*

StaffAllenS Digitalis leaf is biologically tested in the laboratories of the Pharmaceutical Society of Great Britain, and each container bears a certificate shewing the exact strength in terms of the International Standard.

Grown on our own farms under scientific supervision.

* Ph. J., 26th Sept., 1931.

(*Wholesale Trade Only.*)

Stafford Allen & Sons Ltd

MANUFACTURING CHEMISTS • ESSENTIAL OIL DISTILLERS

COWPER STREET, FINSBURY, E.C.2

CUSSONS' LAVENDER SERIES

The latest addition—Lavender Shaving Cream, packed in 12's. Retail 6d.

Supreme value in low priced toiletries

Here is an opportunity for you to meet the growing demand for low-priced lavender products WITH SUCCESS. Cussons' Lavender Series, with their attractive packings and generous value, are so happily priced as to be recognised everywhere as "sellers on sight."

Every item offers exceptional value and yet yields to the chemist an excellent margin of profit.

Write to-day for fullest information and generous trade terms.

Liquid Brilliantine Retail	6d.
Setting Lotion Retail	6d.
Hair Cream with Oil Retail	6d.
Hair Cream Retail	6d.
Talcum Powder Retail	6d.
Boudoir Powder Retail	6d.
Shaving Soap Retail	6d.
Complexion Powder Retail	3d.
Solidified Brilliantine Retail	3d.
Smelling Salts Retail	3d.
Toilet Soap Retail	3d.
Bath Crystal Cube Retail	1d.

Prices applicable to Gt. Britain and N. Ireland only

Cussons'

KERSAL VALE, MANCHESTER

CL 20

EUCRYL

DENTIFRICES

EUCRYL TOOTH POWDER
EUCRYL TOOTH PASTE
EUCRYL DENTURE POWDER

A FAST MOVING LINE

Estd. 1900

Continuously Advertised
Quick Sales · Large Profits

BRITISH OWNED
BRITISH MADE

Bought on Display Terms Yield:

43% PROFIT ON SELLING PRICE
75% PROFIT ON BUYING PRICE

EUCRYL LTD. Manufacturing Chemists
SOUTHAMPTON

BILLOWZONE

REGD.

Complete SEA Bath Salt
and perfect Ozonator in one

BILLOWZONE is practically reconstructed sea-water, prepared in progressive stages from more than ten ingredients. Instantly dissolves in hot or cold water, to which it imparts the full properties and refreshing aroma of sea-water, at the same time permeating the air with ozone and organic iodine.

Send post card for specimen free booklet and trade terms to

EXTREMELY SMART NEW PACKAGES

CONVINCING LITERATURE

PRICES:

4d. Carton 3/6 Doz.
7 lb. Box 4/9
28 lb. Drum 17/6

BILLOWZONE (1929) LTD.
KING WILLIAM STREET HOUSE,
ARTHUR STREET, LONDON, E.C.4
(Mansion House 7044)
Wholesalers can obtain supplies from new laboratories, 3 Charlotte Mews, Tottenham Street, London, W.1

Your Customers' Hair needs

SILKODONO

YOUR PROFIT **80%**

There is no preparation on the market to beat **SILKODONO** for Dandruff, Scalp Irritation, Falling Hair: **SILKODONO** greatly encourages the growth of the Hair, and as for Easy Setting and Beautifying the Wave, you need only try it and you will never use anything else.

PRICES AND BONUS:
SILKODONO,
1/6 size - 12/- per doz.
2/6 „ - 20/- „
4/6 „ - 36/- „
2 FREE Bonus with each dozen.

SILK'S TOILET Co., 8 & 9 Red Lion St., London, W.C.1

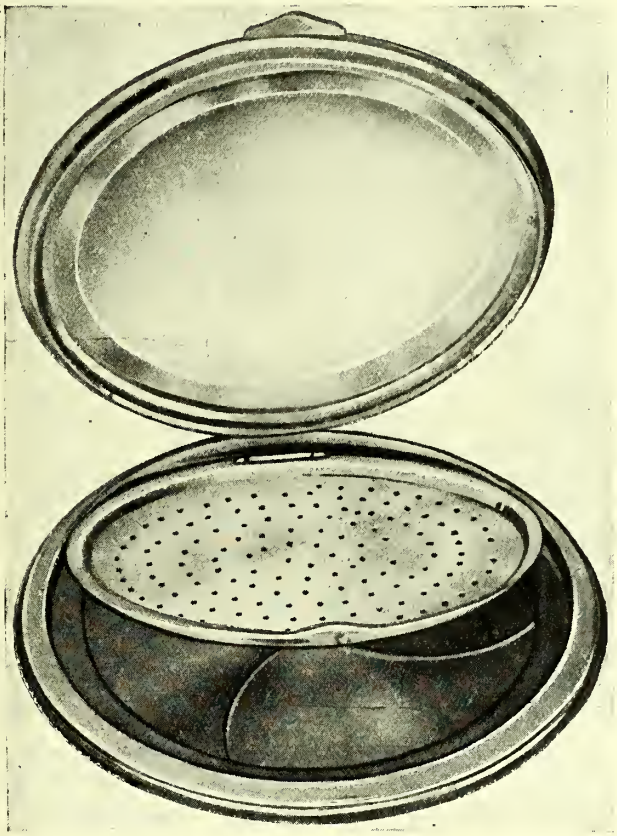
"ODENTIC" PLATE BRUSH

Regd. No. 417637.

From all Wholesalers.

Manufacturers:
W. R. Speer & Son (EST. 100 YEARS)
215 DALSTON LANE - - LONDON, E.8

Streets ahead of all others!



Announcing

the new

Non-spillable

"SIFTA-JACK"

(British Patent No. 378883)

The last word in design and mechanical perfection. Incorporating the advantages of the perfect " Badoura " Sifter in the most modern and popular styles of large vanity boxes.

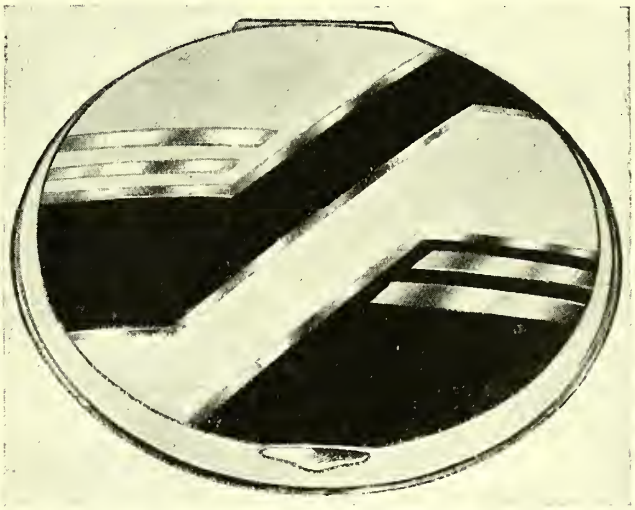
Beautifully finished in new silver and finely enamelled in various artistic shades and designs. Supplied complete with puff, each in carton.

Note: *This patent entirely supersedes the useless gauze sieve and is extremely simple and effective in operation.*

A line that defies comparison

PRICE 90/- DOZ.

Obtainable through the usual Wholesale houses



Early enquiries invited as all orders will be executed strictly in rotation.

THE IMPEX CO., 9-15 Leonard Street, City Road, London, E.C. 2

Phone: Clerkenwell 9942.

for 2 months May & June

NUFIX Bonus Offer

We give you with orders of 3 doz. assorted (1 doz. large min.) —a bonus of 1 dozen miniature size FREE carriage paid. These miniature bottles retail at 6d.

2 doz.	1/3	size	cost	18. 0	sell for	1. 10. 0
1 „	1/9	„	„	12. 6	„ „	1. 1. 0
1 „	6d.	„	„	free	„ „	6. 0
				£1. 10. 6		£2. 17. 0

With 6 doz. assorted, a bonus of 3 doz. miniature size FREE.

Showcards and display stands free. A window or counter display of NUFIX will readily dispose of this small quantity.

Send your order early to your wholesaler or—

WALDEN, WALDEN & CO., 15 Grape St., London, W.C.

1 Doz. MINIATURE BOTTLES *FREE!*

SPONGES

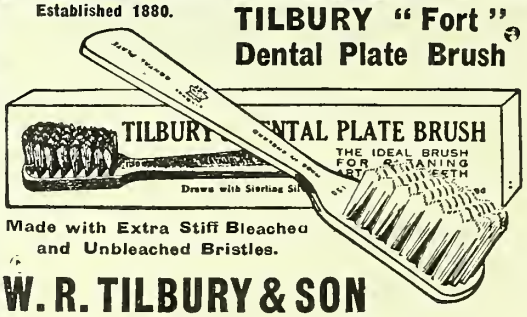
A SMALL SHOW IN A VARIETY OF SIZES CREATES DEMAND AT THIS SEASON

WE HAVE JUST RECEIVED A VERY FINE CONSIGNMENT AND CAN OFFER EXCEPTIONAL VALUE

"NEWBERYS"
(Francis Newbery & Sons, Ltd.,)
CHARTERHOUSE SQUARE
RDIFF **LONDON, E.C.1** LIVERPOOL

Established 1880.

TILBURY "Fort" Dental Plate Brush



W. R. TILBURY & SON
47 FRAMPTON PARK ROAD, HACKNEY, LONDON - - - ENGLAND

The World's Most Marvellous Razor!

The WARDONIA

(2) The wide clearance prevents "pull" and skin irritation. (1) The sloping serrations bend the hair sideways; blade then cuts with a "Barber's Stroke."

The razor you can dip into boiling water without risk to skin.

Sensational, incomparable, miraculous. Works wonders with the stiffest beard. Generous supply of sales-creating display showcards, cut-outs, etc., FREE. Order NOW—or send for list and trade terms.

Sole Makers:
Thomas Ward & Sons, Ltd., Wardonia Works, Sheffield, Eng.

Dolfin

The Ideal Bathroom Accessory.
Easily adjusted to Water taps.
Ideal for Shampoos and Showers.
Easily hangs up when not in use.
Practical, hygienic and refreshing.
Compact and handy for travelling.

SHAMPOO & SHOWER SPRAY

OBTAINABLE FROM LEADING WHOLESALE CHEMISTS & DRUGGISTS

Chromium - plated Spray — Best Quality Rubber Hose. Supplied in pastel shades:— JADE, BLUE, PRIMROSE Packed in attractive coloured gift Box.

SINGLE TUBE
4/6
DOUBLE TUBE
6/6
Fixed Retail Prices

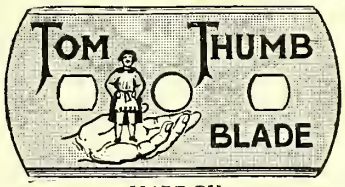
L. S. MAYER (LONDON) LTD.
79-82, FORE STREET, LONDON, E.C.2 *Tel.: Met. 5225*

HANG IT

UP AND LET IT SELL ITSELF

Supplied on cards or boxed. Show cards with every order.

1D.
Each
Retail
British Made



MADE BY
GEORGE IBBERSON & CO.
Razor Works, 146 West St., Sheffield

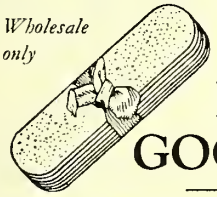
HAY'S

HIGH-CLASS
PERFUMES
HAIR PREPARATIONS
SMELLING SALTS
also
VANISHING CREAM
TALCUM POWDER
FACE POWDER
ETC.
(PACKED OR BULK)

We shall be pleased to quote keen prices on large quantities for either the packed or bulk products.

A copy of our latest price list, together with full particulars, etc., will gladly be sent to all enquirers. Write: Dept. C.D.7, William Hay Limited, Manufacturing Chemists, Hull.

Wholesale only



BRITISH MANICURE GOODS

that meet Foreign Competition

We specialise in ORANGE STICKS and EMERY BOARDS. BEST QUALITY. HAND FINISHED.

ROBERT LEE, 14 Calverley Grove N.19

Phone: Archway 2144.

AURORAL—A REAL Cold Water Dye

BOTH you and your customers know well that dainty and delicate materials require—and are worthy of—a high-class effective Dye. It is false economy to take risks with a favourite garment. Millions of "Auroral" users are delighted with its wonderful properties. It is **a real Cold Water Dye,** definitely prepared to do its work in Cold Water. NO BOILING IS REQUIRED and ladies will think twice before boiling their daintiest fabrics.

● **REMEMBER ALSO**

"Auroral" Dyes show you at least 2d. profit on every sale. In neat Display Boxes containing 1 dozen.

PRICE 4/- per dozen. RETAIL (P.A.T.A.) 6d.

Supplied in the following beautiful colours:—*Black, Navy Blue, Brown, Beige, Lavender, Kingfisher Blue, Flame, Emerald, Lemon, Pale Blue, Golden Brown, Shell Pink, Mauve, Eau-de-Nil, Apple (Almond) Green, Peach, Rose, Dark Green, Mastic, Apricot, Silver Grey, Mulberry, Cream, Brick, Jade Green, Cherry, Fawn, Old Rose, Saxe Blue, Flesh, Heliotrope, Champagne* and *Primrose.*

AURORAL is the fastest selling COLD WATER DYE. It Repeats because it Satisfies.

Order TO-DAY from

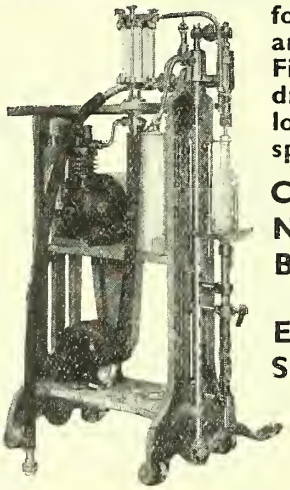
WHITAKER & CO. (KENDAL) LTD.

Dye Specialists for Chemists, **KENDAL, ENG.**

Makers of LUTON Straw Hat Dyes, WINNER Home and Stocking Dyes, VELT, etc.

ROBERTS' PATENT

"LEO" VACUUM FILLER



for Glass, Stone, and Tin Bottles. Fills all sizes from drachm to quart—long, short or sprinkler neck.

Clean and Rapid
No Over Filling
Broken Bottles Rejected
Easy to Clean
Self Rinsing

WRITE FOR PARTICULARS

Roberts' Patent Filling Machine Co.

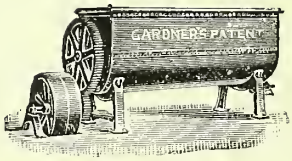
T. ROBERTS, Proprietor,

33 Roundcroft Street, Bolton, Lancashire

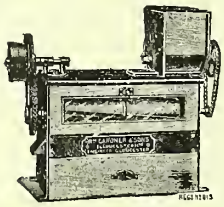
Makers of every description of Bottle Filling and Shallow Jar and Tin Filling Machine for the Chemists' use.

ALL RIGHTS RESERVED

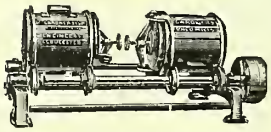
GRINDING SIFTING MIXING



Patent "Rapid" Mixer.



Patent "Rapid" Sifter.



Gardner Ball Crushing Mill.

for Chemical purposes must be rapid, superfine, of laboratory accuracy, and absolutely consistent.

Gardner machines perform all these operations in the most efficient way.

They are economical and efficient; a high standard is maintained in the quality and quantity of their output.

Details and Catalogue of all Gardner plants from

WM. GARDNER & SONS (Gloucester) LTD.

BRISTOL ROAD, GLOUCESTER

Telephone: 2288 (2 lines).
Telegrams: "Gardner, Gloucester."
London Office: 19 Gray's Inn Chmbrs. 20 High Holborn, W.C.1.
Telephone: Chancery 7347.

No other Razor like this!

WITH OUTSTANDING SELLING FEATURES.

1. Takes any type of Double-Edged wafer blade. (*The solution of a vexing problem.*)
2. Automatically centres every blade. (*Both edges shave alike.*)
3. Provides adjustment to regulate Shaving Edges. (*To suit either light or stiff beards.*)
4. Has a Magnet in the handle to pick up Razor Blades. (*A powerful Selling Appeal.*)

"Eclipse" MAGNETIC PICK-UP RED RING RAZOR

Obtainable from all Wholesalers.

Sole Manufacturers:
JAMES NEILL & CO., (SHEFFIELD) LTD., COMPOSITE STEEL WORKS, SHEFFIELD, 11.

It looks better—It keeps safer in a BETTS' COLLAPSIBLE TUBE

Tubes give better service than tins; they are more hygienic. Betts' Tubes are all British made by modern machinery.

Send for particulars, prices and quotations.

BETTS & CO., LTD.
1, WHARF ROAD, CITY ROAD, N.1
'Phone: Clerkenwell 1918

New Zealand Representatives
NEIL CROPPER & Co., Ltd.
Post Box 74, Dilworth Bldg.
Auckland, New Zealand

We are creating the *demand*- are *You* making the *sales*?

Are you getting your share of the demand for "Karo," a Glucose product, specially prepared for infants and growing children, and "Dextrosol" Brand Dextrose B.P. (Pure Medicinal Glucose). Advertising in the Medical and Nursing Journals is creating a demand for these pure remedial and health-promoting foods. Make the most of this growing business. Display "Karo" and "Dextrosol" in your shop and windows. Make use of the interesting publicity material specially created to help you.

Send now for Samples, showcards and literature—free on request.

PRICES:

"DEXTROSOL"
Retail Price
1/6 per lb.
Wholesale Price
13/6 per dozen.

"KARO"
Retail Price
2/6 per 2 lb. tin.
Wholesale Price
21/- per dozen.

Stocked by leading Wholesale Chemists.

POST THIS COUPON

To Corn Products Co., Ltd.,
Bush House, Aldwych, W.C.2

Please send me samples, showcards and literature of "Dextrosol" and "Karo."

Name .....

Address .....

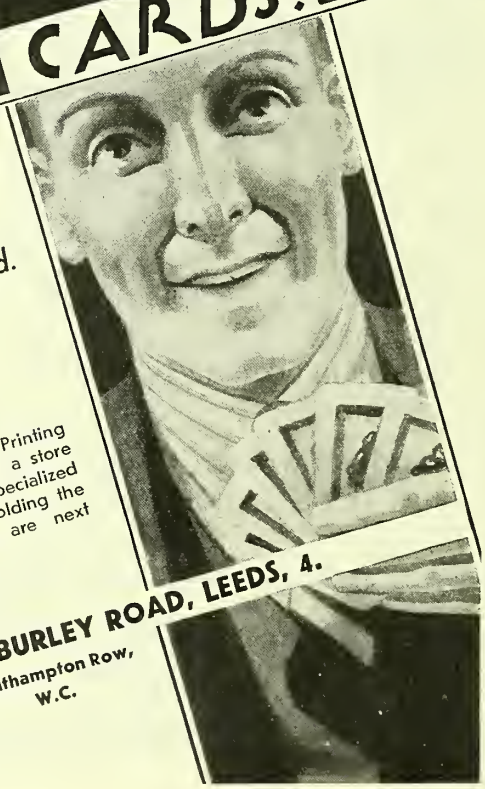
C.D.4

KARO

DEXTROSOL
DEXTROSE B.P.

D.A.44

YOUR TRUMP CARDS!



ALF HARRISON & Sons, Ltd.

CHEMISTS' AND ADVERTISING **PRINTERS**

A firm who have specialized on Chemists' Printing for sixty years and have collected together a store of intricate knowledge of the highly specialized details of your business are assuredly holding the Trump Cards of advantages when you are next considering buying Print.

Send us your next enquiry

ALF. HARRISON & SONS, Ltd. BURLEY ROAD, LEEDS, 4.

LONDON OFFICE: Sentinel Ho., Southampton Row, W.C.

MOTHAKS

Prevent all damage by Moths

You do not need to "push" "MOTHAKS." Every housewife knows how effectively they do their job. They sell on sight and this is the time to display them.

Our latest display stand takes up very little room in the window, but it does stand out and it does sell the goods. Its happy combination of colours—yellow and mauve—is very attractive, and instinctively catches the eye.

FREE **We will send you one of these Show Stands, including the bag of "MOTHAKS," on receipt of a postcard.**

PRICES

Minimum retail selling price, per bag of eight, 6d.
Wholesale price per dozen, 4/-.

3 dozen and upwards carriage paid. Packed in attractive display outers containing 1 dozen bags.

SPECIAL BONUS TERMS

3 bags with 6 dozen.
12 bags with 1 gross.
36 bags with 2 gross.

THOMPSON & CAPPER WHOLESALE LTD.

MANESTY BUILDINGS, COLLEGE LANE, LIVERPOOL 1.

"LUMENA"
ADVERTISING SIGNS
TO HELP YOUR SALES

COLOUR AND MOVEMENT SAY
"STOP—LOOK—BUY"

"LUMENA" SIGNS ARE DESIGNED FOR SHOP WINDOWS AND SHOWROOMS SHOWING CONSTANT MOVEMENT OF BEAUTIFUL COLOURS

LUMENA LIMITED, LAMBERT PLACE, SHEFFIELD 3

PRECIPITATED CHALK

LIGHTEST—MEDIUM—DENSE.
And All Other Grades To Suit Every Purpose.
CHEMICALS FOR ALL INDUSTRIES.

'Phone: Mansion House 7300. Tel. Add.: "Levermore, Phone, London."
A. LEVERMORE & CO. LTD. ABC Codes, 5th & 6th Editions.
110 CANNON STREET, LONDON, E.C.4.

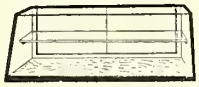
PARAFFINUM LIQUIDUM B. P.
EXTRA HIGH VISCOSITY
HOLROYD'S OIL & CERESINE CO., LTD.
3 New London St., London, E.C.3. 'Phone: 3395 Royal, Wires: Errikolroy Fen.

GUMS TRAGACANTH and ARABIC
As Imported or Finely Powdered
WHITE SHELLAC
FREDK. FINK & CO., 10 & 11 Mincing Lane, London, E.C.3
Telephone: ROYAL 5094.

Increase Your Developing and Printing Service.
Make use of our really useful series of D. & P. books, also our Printed Aids to Selling.
Interesting range of samples post free.
BURALL Bros. The Patent Label Factory, WISBECH, CAMBS.

SHADEINE
FOR TINTING GREY HAIR
This popular article is largely advertised and stocked by all Wholesale Houses.
Trial size 8d. per doz. 6/-
1/4 size, per doz. 12/-
2/6 size, per doz. 24/-
3/9 size, per doz. 36/-
The SHADEINE Co., 58, Westbourne Grove, London, W.2

THE BIG SIX SELLING LINES
SCOT TISSUE—an extremely soft, pure, white absorbent Toilet Roll.
1,000 sheets to the Roll.
5/6 per dozen carriage paid.
WALDORF—a soft and absorbent Roll.
Trade price 3/6 dozen, carriage paid.
SAMPLES ON REQUEST.
THE T.P. COMPANY, 36a Graham St., City Rd., N.1
Clerkenwell 8951.



THE KWIK-SALE SHOWCASE
Suitable for all Businesses.
Plate glass sloping front. Frameless Mirror sliding doors at back. Polished edge plate glass shell inside. Size 3 feet long. 14 in. back to front at bottom. 9 in. back to front at top. 12 in. high.....£5-10-0
D. MATTHEWS & SON, Shop Fitters and Showcase Manufacturers.
14/16 Manchester St. LIVERPOOL.

HORNBY'S TINS
For all chemists' purposes
WRITE NOW for samples and prices.
HORNBY & CO. (HULL) LTD.
36 HIGH STREET, HULL

TREBLES SHOP FITTERS SHOP FRONT BUILDERS
PHARMACY FITTERS for over a Century.
549a Lea Bridge Road, Leyton, London, E.10

Cachet CLOSING and FILLING machines
4/6 to 52/6
to suit all Dispensing Requirements.
WRITE FOR ILLUSTRATED LIST.
THOS. CHRISTY & CO., 4-12 Old Swan Lane, LONDON, E.C.4.

AN APOLOGY

23, Baker Street,
London, W.1.

I, K. Cole, trading as ASMOVA, of 23, Baker Street, London, W.1, tender to Messrs. Burroughs Wellcome & Co. apology for trespass upon their industrial property rights in the trade mark 'Tabloid' and undertake to forthwith surrender to Messrs. Burroughs Wellcome & Co. for destruction all price lists, labels or other printed matter in my possession or under my control in which the word 'Tabloid' or 'Tabloids' appears where the products of their House are not intended to be designated.

Dated this 22nd day of February, 1933

Witness: (Sd.) K. Cole

(Sd.) A. I. Robinson,
Triplow,
Cambs.

o o o

The registered Trade Mark 'TABLOID' is an arbitrarily coined word or brand which denotes specifically "Burroughs Wellcome & Co. products." The substitution of goods of other manufacture when the word 'TABLOID' is used in ordering, is an infringement and unlawful. We prosecute offenders rigorously in the interests of prescribers, dispensers, patients and ourselves.

TRADE MARK **'TABLOID'** BRAND

CASCARA SAGRADA

(Dry Extract)

Precise and unvarying in dosage, uniform in action, non-griping, exhibiting always the full physiological effect of *Rhamnus purshiana* bark

Reduced facsimile

Plain or Sugar-coated

Gr. 2, bottles of 25 products, 5/5 per doz. bottles
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THE
CHEMIST AND DRUGGIST
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News of the Week

British Pharmaceutical Conference

The ceremony of presenting the chair given by the Pharmaceutical Societies of the Australian States and of New Zealand to the Pharmaceutical Society of Great Britain (*C. & D.*, April 22, p. 435) will take place at 5 p.m. on Wednesday, July 26, at Grosvenor House, London, W.1. The loud-speaker installation of the hotel banqueting hall will be connected with the London-Sydney telephone service, and speeches will be made from Sydney, broadcast in the hotel, and from the hotel to pharmaceutical listeners in Sydney. It is understood that those taking part at Sydney will include:—

Mr. D. Dunn, president of the Pharmaceutical Association of Australia and New Zealand;
Mr. J. W. Cochran, hon. treasurer, whom members of the British Society met at the Conference meeting at Manchester;
Mr. F. C. Bennett, scientific secretary;
Mr. Horace Finnemore, well known to the pharmacists of Great Britain;
Mr. F. P. Gray and Mr. A. Kenny, Australian pharmacists who have visited Great Britain recently and who jointly originated the proposal to present the chair;
Mr. C. L. Butchers, hon. general secretary of the Association.

It will be necessary for the Australian audience to assemble at 3 a.m. (Australian time).

Fairchild Scholarship and Prizes

Application forms for candidates for this year's examination for the Fairchild scholarship and prizes are now ready, and may be obtained on application to Mr. Herbert Skinner, Secretary to the Committee of Trustees, c/o Fairchild Brothers & Foster, Albert Chambers, 65 Holborn Viaduct, London, E.C.1. Such forms must be returned, duly filled up, not later than June 1, together with the particulars mentioned in the forms.

League of Nations

By April 13, 1933, the time limit set by the 1931 Conference, the following thirty-three states had ratified or acceded to the 1931 Convention for the Limitation of the Manufacture and Regulation of the Distribution of Narcotic Drugs:—

Belgium	Mexico
Brazil	Monaco
Bulgaria	Nicaragua
Canada	Persia
Chile	Peru
Costa Rica	Poland
Cuba	Portugal
Czechoslovakia	Dominical Republic
Egypt	Roumania
France	Spain
Germany	Soudan
Great Britain	Sweden
Hungary	Switzerland
The Irish Free State	Turkey
India	The United States
Italy	Uruguay
Lithuania	

This Convention (*C. & D.*, 1931, II, 367) will therefore come into force on July 9, 1933.

Inquests

An inquiry was held at Norwich, on April 21, concerning the death of Mr. John Cossey, chemist and druggist, St. John's, Maddermarket, who died suddenly while walking in the street. Medical evidence showed death to have been due to arterial disease, and a verdict of

"Death from natural causes" was returned, the coroner expressing his sympathy with the relatives.

The inquest was concluded by the St. Pancras (London) coroner, on April 25, in the case in which Mrs. Aufseeser, wife of a German professor, was found dying in a house in Hampstead. Professor John A. Gardner said he had made an analysis of certain organs and found a small quantity of phanadorm. The drug was rapidly absorbed. Persons had taken up to sixty tablets and recovered, but on the other hand there was a case in which a person took twenty or thirty and died. There was no doubt that phanadorm was less toxic than other members of the same group. After hearing medical evidence, the coroner recorded a verdict of "Suicide while of unsound mind."

A City coroner's jury returned a verdict of "Suicide while of unsound mind" at an adjourned inquest, on April 21, on the body of Mr. Charles Ross, mantle manufacturer, who was found in a collapsed condition at his business premises in Barbican, E.C. The inquest had been adjourned for an analytical examination to be made. Dr. W. H. Hurtley, lecturer in chemistry at St. Bartholomew's Hospital, now stated that he found 5¼ gr. of potassium cyanide, and Dr. J. Adams said he was satisfied that death was due to heart failure following the taking of that poison. Mr. H. J. Nash, chemist and druggist, stated that on April 5 Mr. Ross, whom he knew as a customer, came into his shop in Aldersgate Street and purchased ½ oz. of potassium cyanide, supplied in a bottle. He signed the poisons book.

Sheffield

Mr. John Evans, F.I.C., Ph.C., the city analyst, has recently been lecturing in Chesterfield on "Some Recent Developments in Food Analysis."

Burdall's, Ltd., manufacturing chemists, have forwarded to the Sheffield Hospital Council £105 12s. 9d., the amount of the silver collection at the opening of their new premises, Hillsboro Barracks.

Miscellaneous

Window smash.—A window at the premises of Taylors, Ltd., chemists, Accrington Road, Burnley, was smashed, on April 19, by a cyclist.

Fire.—An outbreak of fire occurred on April 13 at the branch factory of Solport Brothers, Ltd., City Road, London, E.C.1. Writing to us regarding this event Messrs. Solport state:—"This will unavoidably cause delay in deliveries of certain of our goods, particularly sponge bags, but we hope to be able to recommence manufacture in the early part of next week."

In the courts.—At Chelmsford, recently, George M. Davison, grocer, South Woodham, was summoned for selling vinegar deficient in acetic acid. The vinegar, which was certified to contain 3.75 per cent. of acetic acid, was said to be made from essence, and on another sample being forwarded to the analyst it was found to contain 4.05 per cent. of acetic acid. The defendant said he did not shake the bottle of essence hard enough. A fine of 10s. was imposed.—At Bolton, recently, Norman Forshaw (16) was committed for trial, bail being allowed, on a charge of breaking into the premises of his former employer, Mr. W. Rothwell, Ph.C., Knowsley Street.

Scottish Notes

Brevities

Mr. R. J. Dickinson, chemist and druggist, has been elected president of the Dundee Border Counties Association.

Arsenical poisoning has been established as the cause of the death of Alfred S. Anderson, a Perth engineer, who died in November last and whose body was exhumed towards the end of last month.

The annual competition for the Petrie Trust Bursary, under the auspices of the Aberdeen Pharmaceutical Association, will be held in Aberdeen on May 17. Candidates will be notified. Entries will be received up to May 13 by Mr. J. G. Mutch, 90 King Street, Aberdeen, who will supply any further particulars required.

Irish Notes

Pharmaceutical Society of Ireland

The following are the results of the Licence examination of the Pharmaceutical Society of Ireland, held recently:—Passed with honours (arranged in order of merit): S. McNamara, Miss B. Cremen, S. Gilsenan, J. McCaffrey. Passed (arranged alphabetically): J. J. B Farren, W. Hooey, Miss M. G. Lawlor, Miss A. F. McMahon, Miss M. E. Malone, E. A. O'Callaghan, G. A. O'Donnell, Miss H. O'Donovan, Miss A. Roughan, William Young. Eighty-one candidates entered for the examination, of which three withdrew.

Brevities

Mr. J. B. Robinson, Ph.C., late of Halliday's Road and Antrim Road, Belfast, is a patient in the Mater Hospital, Belfast, with a broken leg, the result of an accident. Mr. Robinson retired from business some years ago.

A deed of arrangement has been filed by Mr. David McRae Honeyman, Ph.C., Shankhill Road, Belfast. Unsecured liabilities, £330; estimated net assets (after deducting secured claims), £200. At a meeting of the creditors held recently in Belfast, it was agreed to execute a trust deed in favour of Mr. Samuel Baird. Among the creditors are:—Ayrton, Saunders & Co., Ltd., £16; Kodak, Ltd., £13; T. McMullan & Co., Ltd., £79; R. Sumner & Co., Ltd., £62.

The annual competitions arranged by the Irish Chemists' Golfing Society will be held at Rosses Point, co. Sligo, on May 8, 9 and 10. Seats will be available in members' cars from the Dublin area if the secretary, Mr. A. H. Roche, Donnybrook, is notified. A bigger gathering than ever is expected this year, and the captain (Mr. J. J. Roche) extends a "Cead Mile Failte" to all connected with the profession who wish to come. Again through the generosity of the wholesale and manufacturing trades the Society has a variety of valuable prizes to be competed for.

Sporting Events

The Ipswich Chemists' Hockey Club (men's team) met Flixton Park at Bungay on April 12, when they lost 7—2. This was the last match of the season except for a friendly match against Debenham on April 17, when they won 3—1.

The first meeting of the season of the London Chemists' Golfing Society was held on April 20 over the West Essex course. The medal round for the Vinolia prize resulted as follows:—

(1) J. Deas ...	88−16=72	A. Leith	95−14=81
(2) W. Gray ...	83−10=73	G. G. Gibson ...	102−18=84
(3) E. C. Pryce	96−18=78	R. Collings ...	97−12=85
(4) Dr. W. Clark	98−18=80	W. E. Swanston	100−18=88
		E. A. Geddes ...	100−11=89

The four-ball bogey resulted as follows:—

(1) R. Collings and Dr. W. Clark	2 up.	E. A. Geddes and W. Leith	2 down.
(2) J. Deas and F. G. Wells	All square.	W. Gray and E. Cockman	2 down.
(3) E. C. Pryce and G. G. Gibson	1 down.		

The Hepburn shield was won by Mr. R. Collings and the Thomson cup by Dr. W. Clark.

The second meeting of the season of the Manchester and District Chemists' Golfing Society was held on April 19, at Worsley Golf Course. About twenty members took part in the competition for the captain's prize. The best scores returned were as follows:—

P. W. Stuart ...	90− 6=84	H. Woodhead...	104−18=86
J. W. Aves ...	87− 2=85	H. Travis ...	110−24=86
F. D. Gee ...	95−10=85	W. Hope ...	104−18=86
T. Miller ...	99−13=86		

The tie which took place on March 20 at Reddish Vale between Messrs. W. A. Sturdy and V. Cromack for the president's prize was played off at Worsley, Mr. Cromack winning.

Personalities

Mr. J. W. Thompson, chemist and druggist, Shaw, who has been elected chairman of the Oldham and District Branch of the Pharmaceutical Society, holds a similar office in connection with the local Branch of the National Pharmaceutical Union. Mr. Thompson is also area representative on the North-Western Delegation to the N.P.U. Conference, and member, for the district, of the Lancashire County Pharmaceutical Committee. Mr. Thompson has been in business at his present address for ten years, and was formerly at Little Hulton and Farnworth, near Bolton.

Mr. J. W. Thompson

Mrs. Harold F. Ritchie has taken over the presidency of various companies with which her late husband was associated (see *C. & D.*, March 4, p. 231).

Mr. T. Edward Lescher, O.B.E., managing director of Evans Sons Lescher & Webb, Ltd., manufacturing chemists, Liverpool, has been elected vice-chairman of the Liverpool Chamber of Commerce.

Mr. J. S. Norrie, chemist and druggist, Southborough, Tunbridge Wells, has been elected president of the local trade association.

Mr. A. R. Wheatley, chemist and optician (Wheatleys, Ltd., chemists, Northgate), Gloucester, has been re-elected people's warden, for the seventh year in succession, at St. Mary de Crypt Church vestry held recently.

Mr. W. Hudson, chemist and druggist, Skegness, president of the Photographic Dealers' Association, has been elected chairman of the local urban district council. This is the second time he has occupied this position, the previous occasion being during the year 1924-25.

Coming Events

Monday, May 1

Guild of Public Pharmacists, Liverpool Branch, Royal Institution, Colquitt Street, at 8 p.m. Annual meeting.

Tuesday, May 2

Thames Valley District Pharmacists' Association, Kingston Hotel, Kingston-on-Thames, at 8.45 p.m. Annual meeting.

Wednesday, May 3

Pharmaceutical Society of Great Britain, Bath and District Branch, 9 Kingston Buildings, Bath, at 8 p.m. Meeting.

Topical Reflections

By Xrayser

Colloidal Chemistry

is regarded by many in our ranks as something more or less outside the usual range of studies, perhaps because what appears on the subject in textbooks is often so involved and uninteresting. But Mr. Edward Lloyd brings the subject into our daily lives, as it were, by means of the numerous familiar illustrations he gives of the application of colloidal principles (*C. & D.*, April 22, p. 442). Every pharmacist who is training an apprentice should make a point of getting the youngster to read Mr. Lloyd's paper, after reading it himself, and it will be found well worth the trouble of subsequently going over the entire ground with the apprentice in order to make sure that all the paper contains has been understood. I can remember how, in days gone by, purists used to scoff at the idea of there being such a thing as pharmaceutical chemistry ; but it would be difficult to maintain such a position now in the light of Mr. Lloyd's dissertation. And what appeals particularly to me in this connection is the wonderful way in which practical pharmacy is linked up with the latest developments in science, by the choice of illustrations and the facts drawn from experience by the writer of the paper.

That Chair

which is being presented to the Pharmaceutical Society of Great Britain by the Australasian societies looks most imposing in the illustrations you publish (p. 435), and one can quite imagine that future presidents of the Society, when seated in the chair at meetings, should be able to impress others present in a way that is hardly possible with meaner furniture. It will be observed that the occupant of the chair will be well protected from back draughts and that it will be literally impossible to address him from behind. This may involve some change in such procedure as is usual when someone wishes to speak in the chairman's ear without being overheard by others ; but an advantage of this will be that the chairman for the time being, whoever he may be, may learn to be more self-reliant at critical moments. It is interesting to read the description of the chair, and it would not be surprising if its design and finish should prove of importance in planning and furnishing the new Council room at Brunswick Square. It would not be the first time that the gift of a new piece of furniture has led to entire refurnishing of an apartment, so that Australasian ideas may ultimately dominate the Pharmaceutical Society's new house. But, apart from any such considerations, it is pleasant to receive this happy indication of the friendly feeling towards us which exists in Australasia, and the kindly thought which suggested the gift will be cordially reciprocated in Great Britain.

Conference Arrangements

are evidently being planned on an ambitious scale, judging from particulars you have published in recent issues of the *C. & D.*, but there is a lurking suspicion in my mind that the object of planning so elaborately is to glorify the Pharmaceutical Society as distinct from the British Pharmaceutical Conference proper. It is noteworthy that all the plans are seemingly being laid at the Society's headquarters by its own officials, London chemists having but little to say in the matter. We are apparently to have it emphasised on this occasion that the Conference is now a function of the Society, and the proceedings which in the past made the reputation of the B.P.C. may tend to be seriously overshadowed. I shall, however, hope to see that full prominence is secured in the lay Press for the scientific and technical side, since reports of the chairman's address and of the Science Sessions tend to impress the public mind in a way that accounts of social gatherings and junketings, though organised by or on behalf of a chartered body, cannot do.

Legal Reports

A Point in Poison Law.—At Kilrea Petty Sessions, recently, Mr. Arthur L. Ferguson, Ph.C., Maghera Street, was summoned for having sold poison to a person unknown to him. The statement for the prosecution was that on February 13 a farmer named John K. Forrens died suddenly, and a *post-mortem* examination showed that death was due to hydrocyanic acid poisoning. The bottle found complied in every respect with the law, but it was discovered that a wrong name was signed in the poisons book. Mr. Edward D. Garvin, Mr. Ferguson's apprentice, said that while his employer was absent from home a man asked for something to poison a dog, and the qualified assistant, not knowing the customer, asked witness if it was all right to give the poison for the dog. Witness knew the man as belonging to the district and a frequent customer in the shop. The poison was signed for with the name "John Nelson." The man subsequently purchased more hydrocyanic acid, saying the first bottle was not effective. The register was signed with the name "John Nelson" again. A police sergeant said the defendant gave the police every assistance in the case. Mr. Martin, defending, said it was sufficient to know that the purchaser resided in the neighbourhood; the unknown person, within the meaning of the Act, referred to a person who did not reside in the neighbourhood. The assistant knew the man as a customer, and it was natural when he signed his name as "John Nelson," that it was taken as correct. Mr. Ferguson, giving evidence, said he was most particular about his poisons register. His assistant had done what he would have himself in the circumstances. The chairman said there were extenuating circumstances, and the justices dealt with the case under the Probation Act.

Warranty Case.—At Thames Police Court, on April 25, Hughes Pharmacy, Ltd., Upper North Street, Poplar, E., were summoned for an offence under the Food and Drugs (Adulteration) Act. Mr. H. Reckitt appeared for the Poplar Borough Council, and Mr. H. Glyn-Jones, barrister, for the defendants, who pleaded "Not guilty." An inspector stated that he purchased 2 oz. of sulphur ointment. The analysis showed that it was deficient in sulphur by 10 per cent. The defence was that there was a warranty. Mr. M. Davies, chemist and druggist, said he was manager to the defendants. Most of their drugs were purchased from Baiss Brothers & Co., Ltd., whose price list of January 1933 he produced. The inspector had been served from a jar with a label marked "P.B." Cross-examined, Mr. Davies said that no other sulphur ointment was kept in the shop. There was a statement in the catalogue to the effect that all manufactured substances were up to the official standard, and he understood that was sufficient guarantee. The magistrate told Mr. Glyn-Jones that on the evidence he did not consider there was a warranty. Counsel said he had dealt with a number of such cases, and it had never been suggested that the statement in the price list was not a warranty. After reading the statement at counsel's request, his worship said he had an open mind on the matter. Mr. Glyn-Jones emphasised the fact that defendants habitually purchased products from the same wholesalers under the warranty contained in the catalogue, and the goods were always sent with the mark "P.B." on them, in accordance with the catalogue. The sulphur could not very well be extracted after the ointment was made. The Magistrate: Under those circumstances no doubt there is a warranty. Mr. Reckitts: With respect, the onus is on the defence to satisfy you not only that there was a warranty, but that the ointment was sold in the same state as it was received. The Magistrate: I cannot see why it should be worth the while of anybody to extract this small amount of sulphur even if it were possible to do so. Mr. Reckitts: The fact that there is a label is not sufficient guarantee. You have to be satisfied that the statement in the catalogues was part of the contract of sale or that there was a warranty at the time of sale. The magistrate said he was satisfied there was a warranty, and dismissed the case.

New Companies
and Company News

P.C. means Private Company and R.O. Registered Office

Gas Syndicate, Ltd. (P.C.).—Capital £300. Objects: To carry on the business of technical, industrial, manufacturing chemists, etc. R.O.: Bush House, Aldwych, W.C.

F. S. Bayley, Clanahan & Co., Ltd. (P.C.).—Capital £2,000. Objects: To acquire the business of a chemical merchant, formerly carried on in Manchester by F. P. Bayley as Bayley, Clanahan & Co.

Chrystoid (Chemists), Ltd. (P.C.).—Capital £1,500. Objects: To carry on the business of chemists, druggists, etc. Solicitors: Snowball, Kyffin-Taylor & Pruddah, 41 North John Street, Liverpool.

Emery's Drug Stores, Ltd. (P.C.).—Capital £500. Objects: To carry on business as manufacturers of and dealers in chemicals, gases, drugs, medicines, perfumes, proprietary articles, etc. R.O.: 8 High Street, Ealing, London, W.

Actinic Laboratories, Ltd. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in radium, medical and toilet preparations and requisites, cosmetics, etc. R.O.: 66 Broad Street Avenue, E.C.2.

Chalon Freres, Ltd. (P.C.).—Capital £500. Objects: To acquire the business of a manufacturing chemist and perfumer lately carried on by Herbert H. Phillips at 7 Warwick Place, Warwick Avenue, Paddington, W., as Chalon Freres.

Swift Products, Ltd. (P.C.).—Capital £500. Objects: To carry on the business of manufacturers of chemical compounds for the revival and charging of accumulators and electric batteries, etc. R.O.: 228 Bishopsgate, E.C.2.

Coty Societe Anonyme.—Incorporated in France. Capital 60,000,000 francs. Objects: To carry on all operations relating to perfumery and all perfumery and soap products in France and foreign countries except the United States of America. R.O.: 23 Place Vendome, Paris. The British address is at Great West Road, Brentford.

W. Bredt, Ltd.—At a meeting held in London on April 19 it was resolved that this company be wound up voluntarily. Mr. F. Eglinton, 51 Coleman Street, London, E.C.2, was appointed liquidator.

Bankruptcy Report

Re Percival Rose, 70 Premier Avenue, Little Thurrock, Essex, late 9 Civic Square, Tilbury, Essex, chemist and druggist. The debtor filed his own petition recently, and according to the statement of affairs lodged there are unsecured liabilities of £321 4s. 5d., whilst the assets are estimated to realise £951 18s. 7d., thus disclosing a surplus of £630 14s. 2d. Debtor states that he commenced business on his own account in June, 1926, with a capital of £200, at 9 Civic Square, Tilbury. He spent £80 on stock and fittings, and also obtained additional stock to the value of £200 on credit. The business was successful until 1929, but since that date, owing to the state of his health, he has been unable properly to supervise his business and the profits have been insufficient to cover the overhead charges and personal drawings. In March last debtor was pressed for payment of a debt amounting to £60, and being unable to satisfy that claim he filed his petition. He has kept only a purchases ledger. He attributes his position to "illness which prevented personal supervision of the business, general trade depression, and profits being insufficient."

Pharmaceutical Society of Northern Ireland

Council Meeting

THE monthly meeting of the Council was held on April 21, the president (Mr. R. I. Edwards) in the chair. There were also present Sir Thomas McMullan, Messrs. H. Todd, W. S. Taylor, F. Storey, J. E. Connor, S. S. Badger, W. Martin, H. F. Moore, S. H. Forrest, J. F. Grimes, Professor Small, Dr. Acheson, and Dr. Fielden. Mr. D. L. Kirkpatrick (secretary) was in attendance.

AMENDED REGULATIONS

The Ministry of Home Affairs wrote returning the amended regulations made by the Council of the Society on December 15, 1932, and expressing approval. The regulations had been presented to Parliament, and notice had been given in the "Gazette" (*C. & D.*, April 22, p. 429).

PERSONAL ITEMS

It was decided to send congratulations to Mr. K. G. Emeleus, D.Sc., one of the Society's examiners, on his elevation to the chair of experimental physics in Queen's University.

THE SECRETARY said Dr. Emeleus was at present in the University of Michigan, and had written that it was unlikely he should be back for the June examination.

THE PRESIDENT said Mr. Sloane would act if Dr. Emeleus was not present. He was delighted at the honour conferred on him.

THE PRESIDENT referred to the serious illness of Mr. John Maxwell (vice-president), who was still confined to bed.

MR. CONNOR moved, and MR. TODD seconded, that a letter with an expression of the Council's wishes for a speedy recovery be sent to Mr. Maxwell.

It was reported that Mr. Samuel Gibson, another member of the Council who had been ill for some time, was progressing towards recovery and was able to be out for a little time each day.

CORRESPONDENCE

The secretary of the Pharmaceutical Society of Great Britain wrote, under date April 11:—

"I see that a letter from Mr. Hogg, of Shankill Road, Belfast, has come into the office, in which he asks if our book, 'Forensic Pharmacy,' would be of value to him, or whether the differences between English and Northern Ireland enactments are so numerous as to make it quite unsuitable. It led me to wonder whether there was a way here of being of mutual assistance to one another. If your legislation generally follows fairly closely on the lines of ours, it might be possible to produce a supplement to our book 'Forensic Pharmacy' which would cover Northern Ireland and explain the difference between Northern Ireland requirements and those here. . . . There would probably be no difficulty in our arranging for you to act as agents for selling the book in Northern Ireland, although I am not concerned particularly with the financial side. It appeals to me as a possible way of closer co-operation between the two Societies and of offering a service to your members, of which they may be glad to avail themselves."

THE SECRETARY said there was a little difference in Part I and Part II. There was no difference in the Dangerous Drugs Act, and little difference in the agricultural poisons.

MR. STOREY said the idea was a good one.

THE SECRETARY said it would not be a very big job to have a supplement. He had been looking into the matter.

DR. ACHESON said that the Society's 1925 Act should be included.

On the motion of MR. TODD, seconded by MR. BADGER, the letter was referred to the Law Committee.

DURATION OF APPRENTICESHIP

The following letter was received from the secretary of the Ulster Retail Drug Trade Association:—

"At the last annual general meeting of our Association it was unanimously agreed that, in view of the ever-increasing number of pharmaceutical apprentices and the very great proportion of time occupied in study and preparation for the various examinations, it would be beneficial, both to the presumptive apprentice and the trade in general, if the period of apprenticeship was extended to five years. Extra time, which is very necessary, would thus be afforded for study and becoming more thoroughly grounded in the principles and practice of pharmacy. My Committee has carefully considered and approved of the recommendation, but, while recognising that it is a matter chiefly concerning the trade, and before giving effect thereto, think it only right and proper that your Council should be advised of the proposed change. Any advice or possible collaboration the Council may think it advisable to offer would be appreciated, and my Committee suggests a mutual exchange of views on the subject, and would appoint a small subcommittee to meet representatives of your Council if the suggestion meets with approval."

THE PRESIDENT said that legally there must be at least four years' apprenticeship. The trade was anxious to increase this to five.

DR. ACHESON: Is that to get a boy another year at apprentice wages?

MR. BADGER said that in England there were only two years. In 1934 a boy would have to have the Senior Leaving certificate or the Matriculation examination. He thought four years ample.

MR. STOREY said that the matter was one between the employer and the employee. All the Council required at present was not less than four years. The whole idea was to curtail the number of apprentices. The business was being run by apprentices in many cases. He thought five years' apprenticeship should be given. Very few boys could now complete the whole thing in four years.

MR. BADGER said in his view the new regulations would reduce the number of apprentices more than anything else.

MR. STOREY said that as indentures were coming in now was the time to make a change, if there was to be a change.

MR. EDWARDS: Does that not make it more difficult for the country man to come to the city to get the classes?

MR. STOREY. But this is from the U.R.D.T.A., which represents both. It would be all the better for the business if there were fewer apprentices coming forward.

MR. TODD thought four years was sufficient.

PROFESSOR SMALL said the Schedule to the Act would have to be amended if there was a change.

MR. STOREY: In the old times if a man qualified in eight or nine years he was doing well.

MR. TODD said the facilities for education were now greatly increased.

SIR THOMAS MCMULLAN said in the wholesale trade the period was for five years, except in very exceptional cases.

MR. BADGER thought it was not fair to keep a boy to five years' apprenticeship when he could get through in four years.

MR. TAYLOR suggested a Committee to meet the U.R.D.T.A. and thresh the matter out. This suggestion was agreed to, the Committee to consist of the president, Mr. Storey, Professor Small, Mr. Todd, and Mr. Moore.

HOUSE COMMITTEE

The House Committee reported that they had inspected the new premises with the architect, Mr. Houston, who was to submit plans as to structural alterations. The Society had now got possession of the premises.

THE SECRETARY said they would go on in the present premises for some months.

MEMBER ELECTED

Mr. Henry Louis Phillips, The Medical Hall, Randalstown, co. Antrim, was elected a member of the Society.

Lancashire Analyst's Report

THE report of the Lancashire county analyst (Mr. G. D. Elsdon, B.Sc., F.I.C.) for the year 1932 has just been issued. During the year the number of samples submitted for examination and report was 5,531, of which 5,245 were taken under the Food and Drugs (Adulteration) Act, 1928. The first sixty-five pages deal with the subject of milk and include an interesting report on the freezing point of that substance, by the chief assistant analyst, Mr. J. R. Stubbs, M.Sc., F.I.C.

"Epsom Salts Tablets"

With regard to drugs, reference is made in the report to "Epsom salts tablets." The labels on the cartons containing two samples included the word "compound," but this word was not always in the same type as the rest of the title and might easily have been overlooked. The label on one sample included the words "The most palatable method of taking Epsom salts," whilst the label on the other sample included the words "The modern easy way of taking Epsom salts." The appearance of the cartons in both these cases, states the analyst, was such that the unthinking purchaser might easily imagine that he was taking Epsom salts made up in a special form for his convenience in spite of the fact that in small type in the case of the second sample there were the words mag. sulph. gr. 4½, phenolphthalein gr. ½, and a somewhat similar statement on the first sample. The instructions were to take two tablets at night and one in the morning. This would give a total dose of Epsom salts of 13½ gr. in one case and 9 gr. in the other as compared with the 120 to 240 gr. mentioned as a single dose in the British Pharmacopœia. Such an amount of Epsom salts, comments Mr. Elsdon, would have practically no medicinal action. On the other hand the total dose of phenolphthalein would have been 1½ gr. in one case and 2½ gr. in the other as compared with the dose in the British Pharmacopœia of from 2 to 5 grains. It is perfectly obvious, therefore, he continues, that practically the whole of the aperient action of such tablets would be due to the phenolphthalein contained therein.

Other Drugs

A sample of arrowroot was found on examination to consist entirely of ground valerian. It transpired, however, that the vendor had made a mistake in thinking that valerian root had been asked for. Of the sixty-five samples of arrowroot examined during the year, sixty-four consisted of maranta starch. Twelve samples of borax were examined, all of which were classified as genuine. With regard to Gregory's powder, three samples received during the last quarter of the year were made with magnesium oxide, but these were classified as genuine. It would appear to be only reasonable, observes Mr. Elsdon, to allow a certain amount of time to elapse to enable pharmacists to sell out their stocks of powders of the old composition, especially as, of the two, the older powder is slightly the more expensive. Other drugs dealt with in the report include borax, cinnamon, ground ginger, fluid magnesia, cream of tartar and tartaric acid. The report concludes with statistical tables.

COLOURED CHLOROFORM.—Writing to "The British Medical Journal" on April 8 on the subject of coloured chloroform (*C. & D.*, April 8, p. 395), Duncan, Flockhart & Co. point out that about the year 1908 they conducted experiments in this matter at the wish of one or two anæsthetists, and were successful in producing a red-coloured chloroform which was found stable and free from objectionable features. The demand for it was, however, on a comparatively small scale, and this demand gradually fell away.

Association Meetings

Croydon.—A joint meeting of members of the Croydon Pharmacists' Association and the local branch of the Photographic Dealers' Association was held on April 21, Mr. H. E. Chapman presiding. A lecture, illustrated by a representative selection of lantern slides, on *The Development of Infra-Red Photography*, was given by Mr. Flower, of the technical staff of Ilford, Ltd. At the close of the lecture, questions were put to and answered by Mr. Flower. The meeting terminated with a vote of thanks to the lecturer, proposed by the chairman.

London (N.-E. and E.).—At a meeting of the North-East and East London Pharmaceutical Association, on April 20, an interesting lantern lecture on *The Activities of the Society at Bloomsbury Square* was given by Mr. F. W. Adams (assistant secretary of the Society), and was greatly appreciated.

London (S.-E.).—A joint meeting of the South-East London Chemists' Association and South-East Metropolitan Branch of the Pharmaceutical Society was held at Lewisham on April 4. Mr. A. E. Young (Leicester) delivered an interesting address on *The Responsibility of the Pharmacist of to-day to the Pharmacist of to-morrow*, with special reference to the Leicester apprenticeship scheme inaugurated more than two years ago. A discussion followed.

Public Pharmacists.—The annual meeting of the Guild of Public Pharmacists was held on April 19, the president (Mr. E. A. Andrews) in the chair. Reports were read by the treasurer, registrar, and secretary, and it was stated that fifty new members had joined the Guild during the past year. Mr. Andrews retired from the Council after many years' service. Mr. J. B. Elgar resigned from the office of registrar, the duties of which he has ably performed since the inception of the Guild. The new *Council* was elected as follows:—Miss J. Campbell, Miss A. Gilliatt, Messrs. F. E. Bullen, H. Davis, J. B. Elgar, F. G. Hobart, A. H. Jenkin, R. W. Lindsey, F. W. Searle, C. H. Sykes, E. Williamson, (registrar) J. R. Elliott and (secretary) F. B. Royal. The presidential address was delivered by Mr. Andrews, who gave an interesting survey of fifty years of experiences in pharmacy. A cinematograph film on *Glassblowing* was shown by Kodak, Ltd.

National Pharmaceutical Union

Branch Meetings

Leeds.—A meeting of the Leeds Branch was held on April 11, when Mr. H. Gilleghan (a member of the Executive of the N.P.U.) gave an address on *The Insurance Acts and Regulations*. Mr. Gilleghan explained the composition and functions of the various committees in connection with the Acts. He mentioned the difficulties of working in the early years, and outlined the systems of pricing and testing. The meeting was thrown open for questions, which were answered by Mr. Gilleghan. A vote of thanks was proposed by Mr. Armitage.

Manchester.—A special meeting of the Manchester, Salford and District Branch of the National Pharmaceutical Union was held at the Houldsworth Hall on April 20, Mr. W. Edwards in the chair. The following resolutions were unanimously passed:—(1) "That this meeting of the Manchester, Salford and District Branch of the N.P.U. is of the opinion that the Colgate-Palmolive gift scheme is bad. The members present definitely pledge themselves to refuse to operate the scheme. They call upon all chemists to make the protest effective by turning down this and all similar gift schemes." (2) "That the N.P.U. should get into touch with trade organisations representing retailers of toilet and pharmaceutical products, other than chemists, with the purpose of coming to an agreement condemning gift schemes

and presenting a united front in opposition whenever such schemes are introduced." (3) "That the members of the Manchester, Salford and District Branch of the N.P.U. view with alarm the growing menace caused by the cutting of D. and P. and enlargement service. They demand an assurance from manufacturers that photographic supplies will be withheld from all firms cutting prices in this class of work." The question of the taxation of co-operative societies was discussed, and members promised to write to their M.P.s asking them to support taxation of these organisations. A vote of thanks to the chairman concluded the meeting. At a meeting of the Executive of the Branch the following officers were elected for the ensuing year:—*Chairman*, Mr. W. Edwards; *Vice-Chairman*, Mr. J. W. Wood; *Treasurer*, Mr. G. H. Haines; *Secretary*, Mr. T. Miller.

The Pharmacy and Poisons Bill

By Manufacturer

MUCH correspondence has taken place concerning the effect of the Pharmacy and Poisons Bill upon the retail chemist, but little upon how the manufacturer and wholesaler will be affected when the Bill becomes law. From a casual inspection of the text of the Bill several points of interest emerge, which I propose to deal with briefly. It must not be imagined, however, that these are the only ones.

Part I

SECTION 3 (2).—The restriction of the use of the expression "pharmacy" to pharmacists, either as owners or having control, will be welcomed by wholesalers, particularly those engaged in the proprietary-medicine trade. Many stores run by unqualified persons have been described as "pharmacies" in the past, and it has been difficult to decide, where the necessity arose, whether the owners were qualified or not.

SECTION 10.—The very careful attention of all wholesalers should be given to this section and its subsections. It apparently takes the place of the "widow's clause" in the present Acts, and its implications will need thought by the department in every wholesale firm that controls the giving of credit. Not only will it be necessary to keep track of the "representatives" of a pharmacist who dies, becomes of unsound mind, or is adjudged bankrupt, but, according to subsection 5, if one of the representatives carrying on the business is guilty of such misconduct as, in the opinion of the Statutory Committee, renders him unfit to be on the Register, then, apparently, the other representatives shall, with him, cease to be authorised to carry on the business. I suggest that the whole of this section should receive the attention of those associations which protect the interests of the wholesalers in the matter of giving credit generally.

Part II

SECTION 17.—Here, again, a responsibility will be probably thrown upon the wholesaler. Presumably many wholesalers will wish to supply Part II poisons to traders who are not authorised sellers of poisons, but whose names are to be found upon the list of the local authority. Probably the list will be printed and will be obtainable readily; and so far as traders who are on the list are concerned, there will be no delay in ascertaining their *bona fides*; but I can well imagine that if a trader has been placed on the list recently some delay is bound to take place, as the onus of supplying, even if the transaction is genuinely wholesale, will surely be upon the supplier, as it is now under the Dangerous Drugs Acts.

SECTION 20.—When we examine this section we realise that something has been done for the wholesale trade to sweep away the anomalies that exist to-day in wholesale transactions with medical men and others. To-day a medical man who requires a supply of a Part I poison from a wholesaler can, strictly speaking, obtain it only upon a signed order, although this may be waived in a case of emergency, provided of course the order is sent on. In addition, "dangerous" drugs must be sent by registered post. There is no such necessity in the case of a chemist ordering and no signed order is legally required, although as a precautionary measure such is often asked for by the wholesaler. It will be remembered that in the case of "dangerous" drugs the pharmacist to a hospital is allowed to sign an order. Subsection (5) and also (*a*) (i) and (ii) will undoubtedly cause trouble to the wholesale trade; no doubt by-laws will be issued in due course regulating and defining this class of business.

Part III

SECTION 23 (1) (*a*) and (*b*) deals with the manufacture of pharmaceutical preparations and their sale; paragraph (i), dealing with the control of manufacturing processes by a pharmacist, should particularly be noted. In passing it should be mentioned that the Act does not apply to Northern Ireland, which means that, unless that country adopts the new Act, two methods of wholesale dealing will be in force with wholesalers supplying Great Britain and Northern Ireland.

Provision is made in the Bill for one person "engaged in the manufacture for sale by way of wholesale dealing of pharmaceutical preparations" to be on the Poisons Board, and to be appointed by the Council of the Pharmaceutical Society. Five persons are also to be appointed by the Council of the Society to the Statutory Committee, and there is no necessity for such to be members of the Society or of the Council of the Society. There may, therefore, be an opening here for a manufacturer or wholesaler.

There is not the slightest doubt that the Act, when it becomes law, will throw a lot of work upon the wholesale trade, which will be regarded by them as "service." The pharmacist, no matter how well he may be coached by the secretaries of the N.P.U. or of the Pharmaceutical Society, writes to his favourite wholesale house for information upon all kinds of matters, and wholesalers should be prepared for a flood of correspondence. They will, no doubt, gladly do their best to reply to it, although probably correspondents will in some cases go to a competitor who does not make it a practice to give "service" of this type, but who does sell a few drugs which he does not manufacture at prices which are a few pence per pound below those of most drug houses.

When the Bill becomes law a new class or new classes of traders will probably come into being as sellers of Part II poisons; and drug houses which now cater almost exclusively for pharmacists may have to widen their scope and supply sellers of poison other than pharmacists. Certainly the wholesale trade is affected much more than a superficial reading of the Bill would seem to indicate, and no doubt trade associations will soon be getting busy upon its implications.

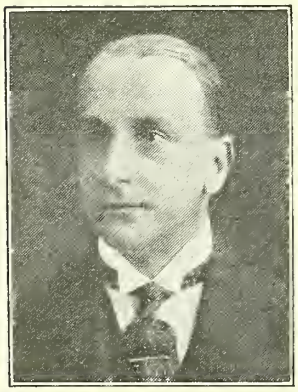
NON-STOP VARIETY.—A customer recently brought to a Scottish pharmacy a "C.O." vaccination paper with a request to sign it. This the chemist "conscientiously objected" to do. The same day he was requested to remove a piece of wood from under the nail of a lady's finger, but the customer was referred to the doctor. The last straw was added when a lady placed a number of co-operative society's empty bottles on the counter, stating that chemists were "crying out" for bottles.

Council Candidates

FOR the seven seats that become vacant on the Council of the Pharmaceutical Society next month there are eight candidates, seven of whom are retiring by rotation from the existing Council but offer themselves for re-election. We have asked all the candidates to favour us with their views on pharmaceutical politics, and we propose to publish these as promptly as circumstances permit. The first instalment follows.

Mr. Ernest Tom Neathercoat, C.B.E., Ph.C.,

was apprenticed to the late Mr. W. Lincolne, Ely, and after studying at the Bloomsbury Square School of Pharmacy passed the Qualifying examination in 1901, and the Major in the following year, gaining several medals and certificates. He then established himself in business at Weybridge, and soon became prominent in public affairs both locally and in pharmacy. He became president of the Thames Valley Pharmacists' Association as early as 1909, and in the same year contested for the first time a seat on the Pharmaceutical Council and was returned at the head of the poll. It may be appropriate to repeat the words written upon this achievement by the then Editor of THE CHEMIST AND DRUGGIST (Mr. Peter MacEwan):—"He combines in one person the professional spirit with commercial acumen, the gift of speech with reflective capacity and the favour of his fellows with personal courage and modesty." The forthcoming election marks for him the close of twenty-four years' uninterrupted service as a member of the Council, during which time he has occupied every administrative and executive position. He was vice-president of the Society in 1914-19, chairman of the Board of Examiners in 1920, and president of the Society in 1920-24. He has been a representative for the Society on several commissions set up to investigate the poison law regulations, and in 1923 was awarded the C.B.E. for work rendered in this connection. He was a member of the Departmental Committee whose report was made public in 1930. The draft report of this Committee aroused great interest throughout the profession, and may have left in some minds much to be desired; but Mr. Neathercoat signed the report in full. He was one of the first to see the great need of parliamentary representation, and played a great part in the introduction and organisation of the Parliamentary Fund. He contested the Gower Division in 1924, and the Cardiff South Division in 1929. He put up two gallant fights, and, although as yet unsuccessful, a day will no doubt dawn when he will represent pharmacy in the House of Commons. As chairman of Savory & Moore, Ltd., and its associated companies, he couples an exceptional business experience and a wide knowledge of public affairs with a thorough understanding of the administration of pharmacy laws. Mr. Neathercoat sends us the following remarks:—



MR. E. T. NEATHERCOAT, C.B.E., PH.C.

"By the time this election is over the Pharmacy and Poisons Bill will have become law. This is an event that I profoundly welcome—future years will assuredly show that this Act contains many provisions which will strengthen and consolidate the Pharmaceutical Society, and which will also make for much clarification in administration of our present-day muddled poison laws. If I never have an opportunity of doing anything more for pharmacy, I shall always look back with satisfaction—to myself, at any rate—to the part I was privileged to play in shaping that policy and in securing its ultimate acceptance."

Mr. Thomas Guthrie

qualified in 1886, and for many years carried on business in Clydebank, Glasgow. Mr. Guthrie's experience in the affairs of pharmacy is lengthy and varied. He has held office in the Glasgow and West of Scotland Chemists' Association, the Pharmaceutical Standing Committee (Scotland), the General Council of Panel Chemists, and the Clydebank Pharmaceutical Committee. He was also a founder and the first president of the Chemists' Friendly Society, and has been a member of the Executive of the Pharmaceutical Society's North British Branch for a long period. Mr. Guthrie was co-opted to the Society's Council in 1916 on the resignation of Mr. J. P. Gilmour, and has been returned at each of the subsequent elections. From 1925 to 1930 he was treasurer of the Society. Mr. Guthrie's comment on the present situation is:—

MR. T. GUTHRIE

The Pharmacy and Poisons Bill being at the moment under examination by Parliament as an agreed measure with every likelihood of its being on the statute-book as an Act during the present year, it is superfluous to offer comment at this time on its provisions. The Bill is the result of many months of anxious work on the part of the Society's Council and of conferences with its own membership as well as with the executives of the various drug-trade organisations. Greatly improved as the Bill is from that originally emanating from the Departmental Committee, every one is agreed it falls short of the legislation required to place pharmacy in this country in the position we desire and expect. I support the Council's policy with regard to the Bill, not only because it is the prudent thing in the circumstances, but very particularly because I believe this Pharmacy and Poisons Bill in action will prepare the way for and quickly make possible a real Pharmacy Act.

If returned to the Council, I am confident that my experience in every department of the Council's activities will avail me in giving real help to the pioneer work which will be called for in bringing into use the new instruments provided by this enactment. While I shall support in every way that is possible to me efforts to improve the status of the pharmacist, I shall endeavour to see that no unnecessary financial burden is laid upon the membership of the Society. The breaking of new ground exhibited in the provision of courses of study leading to diplomas in biochemical and pharmaceutical analysis, as also in the setting up of classes for post-graduate study, has had my warm support; similarly the movement for inquiry into the conditions affecting apprenticeship and the training of apprentices.

To repeat, however, in my opinion the important consideration for the voter in this election is the use to be made of the new powers and duties coming to the Society's Council under the new Act. Resolutions taken in the next year or two will determine the course of events for a long time, and the preparation of these will call for all the wisdom, experience and vision available. Experience I claim to have. If the members of the Society believe that some modicum of the other qualities may also be mine, I shall be happy to continue in their service.

Mr. John Keall

is the son of a London pharmacist, the late Mr. Holmes Keall, to whom he served his apprenticeship. He qualified in 1898, and is now the proprietor of businesses in South-West and West London. Mr. Keall is a past-president of the Proprietary Articles Trade Association, a member of its Council, a past-chairman of the National Pharmaceutical Union (of which body he is now treasurer), and a nominee of the Pharmaceutical Society's Council on the British Social Hygiene Council. He is also a member of the Chemists' Sickness and Provident Society's Committee, and a trustee of the Drug Trade Appeal Fund. He has filled the offices of president of the South-West London Chemists' Association and chairman of the London Pharmaceutical Committee. He was elected vice-president of the Pharmaceutical Society last June. In addition, Mr. Keall is a member of the Wandsworth Borough Council, and serves on its finance, parks and open spaces, and libraries committees. Mr. Keall writes:—

Mr. J. Keall

After eighteen years' membership of the Council I again offer my services to the Society and will still contribute my best in the service of pharmacy. I believe strongly in the maintenance of all the Society's activities, so that when the new headquarters of British pharmacy are established in Brunswick Square it will be possible to develop the School as a model College of Pharmacy, and so keep abreast of modern thought in teaching, and thus offer a full and inclusive course for the B.Pharm. degree and the Ph.C. diploma, in addition to the Chemist and Druggist tuition course. The educational programme has my fullest support. The provision of vacation courses ; the series of lectures on the new B.P.; establishment of the diploma in biochemical and pharmaceutical analyses are necessary steps to keep pharmacy on a sound forward movement. The reconstruction of the publications department on progressive business lines will lead to a greater appreciation of the Journal from every angle, and should ensure an excellent circulation of the new B.P. Codex, the Pocket Book, and the other publications of the Society.

Regarding the Pharmacy and Poisons Bill, the wise and intelligent administration will prove finally the wisdom of consolidating the various Pharmacy Acts affected by the passing of the Bill. Compulsory membership will ensure a full representation of those available for membership, instead of a partial one as at present. This will enable the Society to represent and speak with one voice when necessary ; in addition, the burden of support will be shared in an equitable manner, which is not the position at present. Registration of premises should be effected at the lowest cost comformable with the necessary degree of efficiency demanded by the Bill, and is necessary if there is to be successful administration. The provisions of the Poisons Board show that the work of the Society in pressing and obtaining the necessary amendments will ensure that the labours performed in the past for the common weal will be maintained without any unfair, unreasonable, and irksome restrictions ; that the members will receive equitable treatment in carrying out the provisions of the Bill.

Finally, I look forward with confidence to consolidation of pharmacy in its fullest sense, realising that the consolidation involved by the passing of the Pharmacy and Poisons Bill is only a preliminary step, and that the major question is overdue and should have been considered by the Departmental Committee as the larger and more vital question.

Mr. James Fallows McNeal

came to the front in pharmaceutical politics as a result of the Departmental Committee on the Pharmacy Acts being appointed. He has been a persistent critic of the Pharmacy and Poisons Bill from a retail chemist's point of view. A Grammar School education, apprenticeship and a varied experience, followed by studies at the London College of Pharmacy and finishing at the pharmacy of Jolley & Co., Curzon Street, Mayfair, W.1, led up to commencing business for himself. At the age of forty-three, his twenty-seven years' pharmaceutical and public work comprises the following record. Mr. McNeal served for nearly four years on active service with the Army during the Great War. At one time he assisted in the training of officers in trench revolver work, at which he was an expert. One of the earliest traffic control plans was devised by him. Later, when acting Sergt.-Major, he emerged from an examination in military subjects at Aldershot at the head of over 100 candidates. Mr. McNeal was chairman of the Harrow Branch of the Pharmaceutical Society in 1926. He has served on various pharmaceutical committees, represented his Branch at Pharmaceutical Conferences, is secretary of the Harrow and District Branch, member of the ex-Service Pharmacists' League Executive, and member of the London Conference General Committee. Mr. McNeal was elected a member of the Ruislip-Northwood Urban District Council in 1927, and gained experience with the public health, finance and town planning committees. He is a founder and former treasurer of the Northwood Branch of the British Legion, a past-member of the Pinner-Northwood Chamber of Trade committee, and a past-secretary of the Greater London Fund for the Blind. He has forwarded the following remarks addressed to members of the Pharmaceutical Society:—

Mr. J. F. McNeal

The Pharmacy and Poisons Bill may become law in the near future. While distinct gains are embodied in the new Bill, making it much more acceptable, pharmacy must watch with keen interest exactly how the Bill when it becomes law will be interpreted. There are still some objectionable features in the Bill ; but since it is impossible to prevent the Bill becoming law, all that is left to us is to see that the Act is not unduly oppressive on a profession that is already overtaxed and subject to inspection and control without adequate remuneration. In offering myself as a candidate at the forthcoming Council election, I am doing so principally for one reason, namely, that the interest of all those to whom the Bill is not wholly acceptable shall be keenly watched and every objectionable item moulded and shaped as far as possible to meet the wishes of the man in business. I am not attached to any party in this matter, nor have I any association with any outside body directly or indirectly connected with pharmacy.

I am standing for the Council on the main issue that the pharmacist in business must be protected at all costs against objectionable interference on the part of a Government department. On that ground I ask for your vote, and in doing so I make no reflection whatever on the work of the retiring councillors. I merely put forth the suggestion that a little new blood and new ideas and what is more important, the point of view of the man in business, would be additional strength to the Pharmaceutical Council at this juncture. Territorial representation, a minimum of three years' apprenticeship and retention of our privileges in connection with "known, admitted and approved remedies" will have my full support.

Trade Notes

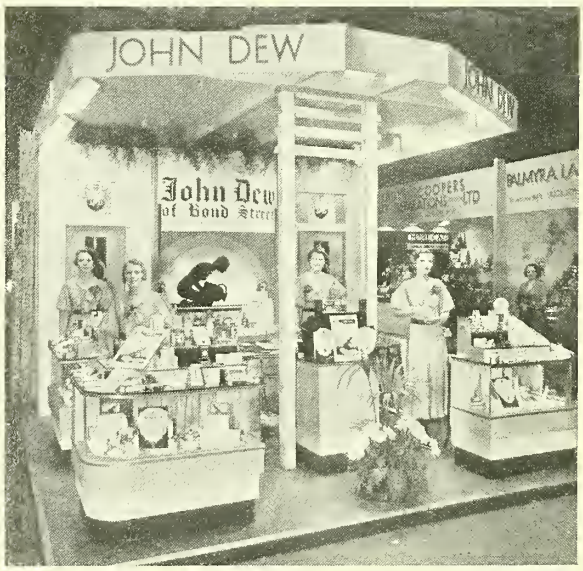
HOLIDAYS form the subject of an announcement by the Great Western Railway Co. on another page of this issue.

ANTI-THRAX SHAVING BRUSHES.—Further improvements in the design of the already successful Anti-Thrax shaving brushes have been introduced by the manufacturer, Edward Hack, 69 Farringdon Road, London, E.C.1. Our illustration shows an interesting innovation in the form of a styptic pencil fitted into the base of the handle, from which it can be readily removed for use by unscrewing with the end of a toothbrush handle. This useful device is included in the series from the No. 4 brush upwards. Other points of interest include the simple hook hanging device which is retained in the new model, an unsplittable handle of a new design which can be easily gripped, and, of course, the now well-known free insurance against anthrax. Further particulars and prices will be found in our advertisement pages.

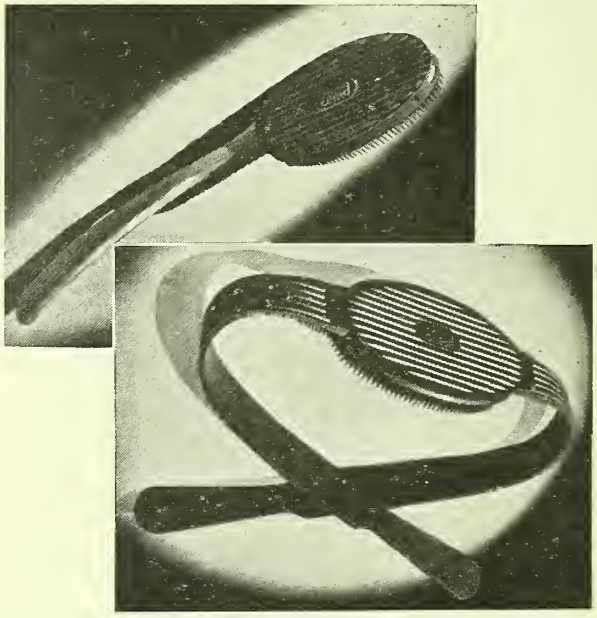
ODO-RO-NO BONUS.—J. C. Gambles & Co., Ltd., 211 Blackfriars Road, London, S.E.1, ask us to remind chemists that the special offer being made in connection with Odo-ro-no expires at the end of the current month.

EVANS SONS LESCHER & WEBB, LTD., 56 Hanover Street, Liverpool, have brought out an illustrated brochure in which is described some of their recent work in shopfitting. Chemists interested in this subject will find it worth while to write for a copy.

THE illustration below shows the stand of John Dew, Ltd., soap manufacturers, 180 New Bond Street, London, W.1, at the Ideal Home Exhibition which is being held at Olympia, London, W., at the present time.

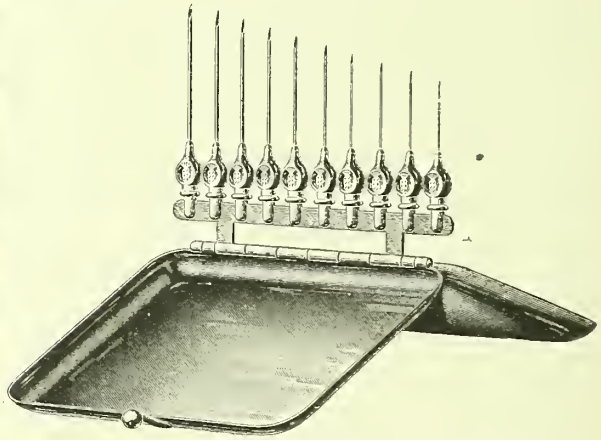


NEW BATH BRUSHES.—Premo Brushes, Ltd., Petersfield, Hants, have added three new productions to their range of rubber brushes; these are the Rub-bak bath brushes and the complexion brush. The former are made in the two models illustrated, one with a specially shaped wooden handle and the other with a rubber strap, both of which are firmly fixed to the head of the brush. The complexion brush is specially shaped to use with face cream.



ATTENTION is called to the advertisements printed in red and black in this issue, where will be found interesting announcements by the following:—Stafford Allen & Sons, Ltd. (digitalis); Butler & Crispe (bonus offer); Potter & Clarke, Ltd. (catarrh pastilles); Trade Commissioner for Mysore (sandalwood oil).

HYPODERMIC NEEDLES.—Britton, Malcolm & Waymark, Ltd., 38 Southwark Bridge Road, London, S.E.1, have sent for our inspection a case of hypodermic needles. Outwardly resembling in size and appearance a cigarette case, the interior, as will be seen from the illustration, has a stand on which the needles are fitted, so that it is easy to select the one required. Among other advantages of this container is that it saves searching through stock to pick out the exact size.



BURROUGHS WELLCOME & CO., Snow Hill Buildings, London, E.C.1, have published an informative booklet entitled "Inexpensive Photography." Attractively printed, with illustrations in colour and monochrome, distribution of this publication cannot fail to benefit the dealer, his customer and the manufacturers. Supplies of the booklet will be sent to chemists who apply for them.

THE IMPEX CO., 9 Leonard Street, City Road, London, E.C.2, have brought out a modern style of vanity case under the name of Sifta-Jack. The box is 3 in. in diameter; the exterior is attractively enamelled in various shades and designs; there is an excellent mirror in the lid; while the powder-sifting mechanism works effectively and appears unlikely to suffer from any defect even with constant use.

GARNER & JONES, LTD., Polebrook House, Golden Square, London, W.1, have issued a new price list with full particulars of Ihagee and Thorsch cameras, of which they are the distributors in this country. Photographic chemists may obtain a copy of the list on request.

MOTHAKS.—Thompson & Capper Wholesale, Ltd., manufacturing chemists, Manesty Buildings, College Lane, Liverpool, have brought out an attractive cut-out show stand for drawing attention to Mothaks—their well-known moth repellent. The stand measures 9½ in. by 8 in. and is therefore suitable for counter or window display; it is nicely printed in yellow and mauve. One of these show stands complete with a bag of Mothaks will be sent to chemists on receipt of a postcard request.

LIQUID SHAMPOO.—Macleans, Ltd., manufacturing chemists, Great West Road, Brentford, have sent us samples of their new Oslo pine tar liquid shampoo (illustrated herewith). This line is brightly and attractively packed, and lends itself to display. As Messrs. Macleans point out, liquid shampoo is economical in use and should, therefore, appeal under present conditions. Prices and particulars of a bonus offer will be found in our advertisement pages.

Marriages

BRADSHAW—GRANTHAM.—At the Parish Church, Dudley, on April 17, Harold Bradshaw, M.P.S., Huddersfield, to Phyllis Grantham, M.P.S., Dudley.

MACKENZIE—MCCALLUM.—At Springburn Hill Parish Church, Glasgow, on April 18, George Donald Mackenzie, chemist and druggist, eldest son of Mr. D. Mackenzie, chemist and druggist, "St. Ronan's," Bishopbriggs, to Georgina McCallum.

Deaths

BROAD.—On April 12, following an operation, Mr. Leslie Redvers Broad, chemist and druggist, King's Road, Brentwood, and Warley Hill, aged thirty-three. After serving in the Army for two years during the recent war, Mr. Broad qualified and commenced his own business at Brentwood seven years ago, subsequently opening a branch.

COSSEY.—On April 20, suddenly, Mr. John Cossey, chemist and druggist, St. John's Maddermarket, Norwich. Mr. Cossey was the second son of the late Mr. John Cossey, chemist and druggist, who carried on a pharmacy at the same address for over forty years. He qualified in 1893, and took over the business after his father's death in 1906.

DAVIES.—At Medical Hall, Llandyssul, on April 20, Mr. Thomas Davies, M.P.S., aged sixty-four. Mr. Davies carried on business at Llandyssul for forty-three years, and was widely known and respected. He was an ex-member of the Cardiganshire County Council, and a leading figure in philanthropic work in the town.

GARDINER.—At Milngavie, Glasgow, on April 19, Mr. William Gardiner, chemist and druggist, 33 Station Road, aged sixty-two. Mr. Gardiner was president of the Milngavie Angling Club in 1926-27, served as secretary of the Merchants' Association, and was a prominent member of the Players' Club. His wife died only three weeks ago.

SAVAGE.—On April 18, after a long and painful illness, Mr. George Smith Savage, retired chemist and druggist, "Sherborne," St. Winifred's Road, Harrogate, aged fifty-six. Till his retirement about ten years ago, Mr. Savage was managing director of J. Savage & Co., Ltd., chemists, late of Bradford. During that period he was a prominent worker at St. Andrew's Church, in which he held practically every position. During the war he played a great part in maintaining contact between men on active service and those at home, one outcome of his work being the establishment of an institute after the Armistice. Mr. Savage is survived by a widow. The funeral took place at Scholemoor Cemetery, Bradford, on April 22, following a service at St. Andrew's Church.

SMITH.—At Lyminge, Folkestone, on March 5, Mr. Leslie James Smith, chemist and druggist, aged thirty-seven.

Wills

MR. JAMES SPENCE, M.P.S., "Baile-ur," Forteath Avenue, Elgin, chemist, druggist and optician, who died on November 30 last, aged sixty-five, left personal estate valued £17,807, of which £17,323 is in Great Britain.

MR. GILBERT CHRISTY, Castleton, Carshalton Road, Sutton, Surrey, of Thomas Christy & Co., 4-12 Old Swan Lane, E.C., wholesale druggists, who died on January 30, aged sixty-one, left estate gross value £15,089, with net personalty £14,662.

MR. DONALD MACKENZIE, 65 Uvedale Road, Enfield, Middlesex, a former chairman of T. & H. Smith, Ltd., manufacturing chemists, of 25 Christopher Street, London, E.C., and of Edinburgh and Glasgow, who died on January 4 last, aged seventy-four, left estate gross value £14,216, with net personalty £13,002.

ALDERMAN DR. GEORGE CLARIDGE DRUCE, J.P., M.A., D.Sc., LL.D., F.R.S., Ph.C., 9 Crick Road, Oxford, Vice-Chairman of the Oxford Gas Light and Coke Co., of world-wide reputation as a botanist, a former Sheriff and Mayor of Oxford, President of the Ashmolean Natural History Society, a former President of the British Pharmaceutical Conference, author of numerous works on botany, who died on February 28 last, aged eighty-one, left estate gross value £91,545, with net personalty £90,477.

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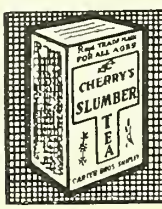

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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

C/24. Barnett's first-aid cold cream (in 2 lb. boxes or small bulk)
T/10. Glassine transparent wrapping material
S/10. Lipochrysol
S/24. "Milt" (for cleaning artificial dentures)
L/20. Miller's cinnamon influenza tablets
W/24. Odylon (for treating white-face in poultry)
M/24. Phenotol
S/24. Sapolite
S/24. Small rubber rollers for massaging the gums
O/20. Wittebrock razor blades

THE
CHEMIST AND DRUGGIST
VOL. CXVIII. APRIL 29, 1933 NO. 2777

The Budget

ANOTHER Budget Day has come and gone, and the taxpayer has been privileged to know, within a little, how much of the nation's financial burdens he will have to shoulder in the fiscal year upon which we have just entered. The removal of any uncertainty under this head is at any time a subject for satisfaction. On the present occasion there is the additional ground for congratulation that the whole position as disclosed in the speech has proved not to be so bad as many expected it to be. The Chancellor of the Exchequer has, it is true, done nothing that could be described as either heroic or spectacular; but he has surmounted the difficulties with which he was confronted in balancing his budget without the imposition of any new taxes of moment, and with no more serious divergence from fiscal orthodoxy than is involved in a commonplace requisition on the Sinking Fund. On the other hand his failure to remit taxes to any appreciable extent is naturally disappointing to the great body of taxpayers, who realise that they have the very inconvenient honour of being more heavily taxed than the subjects of any of the other nations with whom it is permissible to compare them. But this too must be accepted as another aspect of the Chancellor's policy of caution.

The Beer Duty

Turning first to the more agreeable section of the proposals, those which deal with remission of taxation, these come, as was to be expected, under comparatively few heads. Relief is given in respect of the duty on beer to the extent of repealing, though not in so many words, the additional emergency duty of 31s. a standard barrel imposed by Mr. Snowden on the occasion of his last budgetary measure as Chancellor of the Exchequer. The remission was generally expected, and is likely to be popular, especially if it results in such a distribution of the benefits attached to it as the Chancellor has endeavoured to secure by agreement beforehand with the representatives of the brewing interests, by way of cheaper and better, that is stronger, beer to the consumer, and at the same time some advantage to the agricultural interests. However this may turn out, it is conceivable that the Chancellor found himself amply justified in taking this step, although the immediate loss on it to the Exchequer is estimated at £14,000,000, by the fact that the beer duty had already passed the limit at which it was fiscally remunerative owing to the law of "diminishing returns." Some steps further in the direction of an increased rate of beer duty, and beer might have ceased to be of any material moment as a source of revenue. The new system of charge, which came into effect forthwith, is sure to be closely scanned to see if its operation will be that anticipated by Mr. Chamberlain.

Income Tax

Another remission proposed by the Chancellor is in regard to income tax. This is to be granted, not by way of a reduction in the standard rate of tax, which remains at 5s., nor by way of an enlargement of allowances, both of which have for some time past found much support in public utterances, but by way of a reversion to the system of collecting the tax as assessed in two equal half-yearly instalments, instead of the present system, under which three-fourths of the year's tax is payable on January 1. This concession, many will be surprised to learn, will involve a loss of revenue in the year amounting to £12,000,000, the equivalent, it may be said, of a tax of 3d. in the £. Other minor changes by way of concession which the Chancellor found himself able to grant were a reduction of companies capital duty from £1 per cent. to 10s. per cent., a reduction in the interest rates charged on death duties and on arrears of excess profits duty from 4 per cent. and 4½ per cent. respectively to 3 per cent. in each case.

New or Increased Duties

Turning to the new or increased duties proposed, we find that a duty is to be levied on heavy hydrocarbon oils from which it is expected to raise between £2,000,000 and £2,500,000 in the year; the hop duty of £4 per cent. on imported hops is to be continued for a further four years from August next, when the present duty would lapse; and a duty of 6s. a gallon is to be levied on British sparkling wines in addition to the duty of 1s. 6d. per gallon at present paid on them. Small changes by way of increase are made in the duties on matches and mechanical lighters; and the duties on silk and artificial silk imported are to be provisionally recast. But the increased duties likely to provoke most criticism are those on motor vehicles. A new scale or rather series of scales for motor vehicles is proposed, following, though at a distance, the recommendations of the Salter Commission and calculated to bring in about £1,750,000 in a year. The double object aimed at in this levy of obtaining revenue from the duty and relieving competition on the part of road traffic against the railways may be expected to offer a special target for attack upon this part of the Chancellor's scheme. As incidental to the proposals in the budget has to be mentioned what was described as "the vexed question of the liability of co-operative societies to income tax." By this is not to be understood that these bodies are wholly exempt from the tax. The law as it stands at present is that where one of these societies is registered under the Industrial and Provident Societies Act, 1893, it is not chargeable to income tax under Schedules C and D of the Income Tax Act, 1918, unless it sells to persons who are not members and the number of shares of the society is limited by its rules or practice. The effect of this exemption as officially interpreted is that a society is not chargeable on trading profits, bank interest, or dividends on investments. The Chancellor, while saying that this exemption cannot continue as it is, has not stated to what extent it is to be modified, and for this we must wait until the Finance Bill embodying the budgetary proposals is issued.

American Pharmaceutical Notes

By Herbert Skinner, Ph.C.

IN 1927, when president of the Pharmaceutical Society of Great Britain, the opportunity came to Mr. Marns and myself to adventure within the pharmaceutical circles of Canada and the United States. Though it was not an official visit it proved productive in friendships, also in the interchange of pharmaceutical knowledge and experiences. One important piece of information acquired was the projected Canadian-American Pharmaceutical Convention in Toronto during 1932. The thought had not been born that I might be the chairman of our own convention, the British Pharmaceutical Conference, in the same year. Fortunately for me the chairmanship fell to my lot, and a re-visit within a closer social setting and far wider association became the one thing earnestly desired. The opportunity could not be missed.

The Pharmaceutical Convention

The practice of a limited profession like pharmacy is bound to meet with greater difficulties in a confederation of states or provinces than can arise under the unified control which exists in Great Britain. At the same time there are many things chemists on this side of the Atlantic can learn from their organisation and we can use their experience for our benefit, also join in helping them towards reaching some of the ideals common to both. The Pharmaceutical Convention was the primary object of the 1932 visit, and the programme was so all-embracing that material gathered before reaching Toronto and after will serve to set forth information new to this country on pharmacy in the States. The Convention, with over 1,000 delegates from all parts of the North American Continent, found the Royal York Hotel capable of holding double the number. There were three main associations gathering there: the American, celebrating its 80th annual meeting; the Canadian, its 25th; and the Ontario Retail Druggists' Association in its 14th year. There were other Associations which might be called subsidiary bodies, as they not infrequently overlapped the main convention idea. To the British mind, it might be useful to indicate some as showing the differences of pharmaceutical reactions between America and Great Britain, such as boards of pharmacy, pharmaceutical research, secretaries and law enforcement officials, which serve to show that the final expression of pharmacy in America represents not one State but many States, or as in Canada several provinces. The method of approach for consolidating the profession

EXTERIOR OF THE PHARMACY OF J. LEON LASCOFF & SON NEW YORK CITY

DR. J. LEON AND FREDERICK D. LASCOFF AT THEIR DESKS IN THE PRIVATE OFFICE

comes largely from the colleges and not from a legally constituted Society, which is the only pivot in this country round which pharmacy rotates. Our problem is comparatively simple, theirs is complex. If one can visualise this Confederation of States or Provinces, as the case may be, it will be easier to understand the several analyses, professional and commercial, which these notes may disclose. I do not propose to deal with the educational side from the collegiate and examinational point of view, as this was critically set out on the return from my last visit in 1927 (see *C. & D.*, 1928, I., 215). At the same time, a few notes extracted from the Government booklets on vocations or Guidance Leaflets, which in our case is comparable with "Pharmacy as a Career" published by the Pharmaceutical Society, might be useful. Our method of approach is one of what is done in pharmacy or what might be done, to which is attached the educational regulations. The Guidance Leaflet, previously termed careers, No. 14, published by the U.S.A. Department of the Interior, approaches more to the style of a similar pamphlet published by the British Government in 1919. The attitude of central governments to pharmacy is worth visualising, since it enables us better to understand the official view of the position of pharmacy in the public health service, which alone of pharmaceutical activities has any value in any democratic State. It will enable us to see the official point of view and what it actually is through the reluctance of officialism to make real that what they think is desirable.

A Desirable Goal

A summary of pharmaceutical requirements is unnecessary here, as they are well known to all pharmacists and fairly common to the States on both sides of the Atlantic. The Guidance Leaflet of the United States presents an idea for pharmacy well worth while: "Collegiate education and training is designed to prepare the pharmacist to conduct a pharmacy, to prepare, compound, distribute, and dispense drugs and medicines, including narcotics, poisons, and alcoholic liquors; to furnish sick room supplies; to distribute insecticides and fungicides; to make analytical and microscopic examinations and prepare diagnostic reagents; to furnish health information and service; and to do these on sound economic principles." That is fairly wide as a Government exposition of the place of pharmacy in the communal service, but no English-speaking Government

travels far on the road to make it effective. It is estimated that in the service of pharmacy in the U.S.A. 90 per cent. of the college graduates enter pharmacies and drug stores (a distinction which should be recalled later), while the remainder enter pharmaceutical departments of hospitals, manufacturing houses or research departments. The official estimate of salary is given from $40 per week, increasing to $60-65. The number of pharmacies is placed at 60,000 for the whole of the U.S., of which 53,000 are personal and the remainder chain stores. The latter stores are calculated to do about 18 per cent. of the whole business in drug store sales, and the average is about 2,000 of the population to a store. In the medical care survey it was estimated that $715,000,000 was spent in drugs and medicines within a year, or an average of $20-25 for the family. The various States are not consistent in the collegiate requirements or in shop training. In the former it is four years for the most part, but the shop varies from one to four years. Apparently, in the latter case, hospital or wholesale experience is not mentioned as being admissible. The American Council of Pharmaceutical Education represents the colleges and boards of pharmacy, with an advisory representative from the Federal Council of Education. This body sets out that from the beginning of 1932 a curriculum requiring 3,000 hours of instruction, including at least 1,200 hours of lectures and recitations and 1,500 hours laboratory instruction, should be given within four full college years. The present stage, however, is one of transition, and provision is made for variants, but it is expected that by 1936 most of the States will be brought into line. It is interesting to note from above-mentioned brochure that the student budget for one year is placed at 650 dollars. Research work is stimulated in much the same way as with ourselves. In this case, however, it is not quite as limited in its scope as was shown in our own Research List republished at Aberdeen. The National Conference on Pharmaceutical Research met on the Saturday preceding the joint convention and its phases of stimuli included pharmacology and biological assays, bacteriology and biologicals, pharmaceutical physics, education, economics and historical pharmacy. Such a list serves to exhibit our different use of the word research in pharmacy with its limiting connotation. It is in the field of research in the commercial sense of survey, as it is often called, which provided some interesting information not easily available to our own people.

A Pharmacy of Distinction

Before passing to analyses of the survey of pharmacies and drug stores, attention may be called to the pharmacy of J. Leon Lascoff & Son, 82nd Street and Lexington Avenue, New York, an establishment which, as will be seen from the illustrations, is of a distinctive character. On my previous visit photographs of the old pharmacy were given in my notes, but the new pharmacy was removed to the south-east corner of Lexington Avenue at 82nd Street, one block from the old location. The opportunity was taken to reconstruct the pharmacy on the pattern of the old apothecary shops of the 16th and 17th centuries. The notes to the reproductions are explanatory, but the attention of the visitor is focussed on the long, pointed Gothic show windows reaching to the second floor, flooding the interior with daylight from the north and west. The arches between the various sections of the establishment, as well as specially constructed wall cabinets, carry out the Gothic idea, while the iron-railed mezzanine gallery round the entire interior relieves the immense height of the ceiling. Pharmacy, as both an art and a science, requires favourable conditions for practising, and here thought has been given to every detail to facilitate the work in every operation and to help the operator. The dispensing department, which is in full view of the public, is light and airy, and arranged to assist the pharmacist in speedy and accurate work. The photographs were loaned me by Mr. Lascoff, to whom my thanks are due.

Professional Pharmacy

At the second general session an address on professional pharmacy was given by Dr. C. C. Jordan. It was the fourth of a series dating from 1929 into the position of pharmacy as apart from drug stores. The results of his survey were obtained from a questionnaire. The object was to arouse interest in professional pharmacy in order to extend the scope of this particular phase. On the age of the stores investigated he reported that 37.5 per cent.

General View of the Pharmacy from the Entrance

had been opened within the preceding five years and 53.1 per cent. within the preceding ten, or 65.6 per cent. within fifteen. The average number of prescriptions filled in the first year of opening averaged 23.5 per day. It is estimated that a typical amount expended to open a professional pharmacy is $5,000, although the sum actually spent varied from $1,200 to $40,000. The stock required averaged $9,855, but here also the range was wide, the low figure being $600 and the high one being $49,000. Fixture investment also showed a wide variation, $11,000 being low, while a high one was $35,000. The present value of stock showed an average of $9,255. The dollar rental of a store had an average of $261 per month, although a low one was $30 and a high one $1,000. These figures are better understood in the survey of drug stores in St. Louis, which is set out later in these notes. Says Dr. Jordan, "It is interesting to note that the store paying the highest rent, i.e., $1,000 per month, was the second lowest, 3.5 per cent. of gross sales being paid in rent. On the other hand, the lowest rental, that of $30 per month, represents the next highest percentage of gross sales being paid in rent. The registered pharmacists' employees varied from none up to twelve, while non-registered men and women employed varied from two establishments employing none to fifty-four. The highest total employees was sixty-five. The salaries of employees showed a great variation, twenty-seven receiving under $15 per week to four receiving over $70. The proportion of charge sales to total sales again varied considerably, the average being 29.7 per cent. The discount allowed to physicians in the States is as irregular as in Great Britain. Three chemists reported they did not give any, two reported they sold at cost price, others quoted retail less varying amounts from 10 to 25 per cent. All the stores were owned by registered pharmacists, of which 62.8 per cent. were college graduates and the remainder non-collegiate. It was gathered from the survey that a pharmacist should dispense thirty-five to fifty prescriptions a day for the business to be on a satisfactory basis. The average number of population estimated to support a professional pharmacy was 19,660, a typical number being 12,500, though it is interesting to note that one reported the population was not important, but it should be based on the prescribing physicians in the community.

Advertising by pharmacists varied—twenty-six advertised, nine did not, eighteen used the newspaper, eleven direct mail, while others adopted local means. Two enterprising pharmacists used the radio. National organisation of professional pharmacists was considered a necessity by 72.47 per cent., which serves to show the difference in outlook of pharmacy in U.S.A. and gives us much food for thought. The fate of literature of manufacturers is equally a disturbing factor, and all save three filed it for reference. The stores are open from 9 a.m. to 8 p.m. on an average, while of four establishments it was reported they never closed any day of the week. In one instance it was stated that Sunday business was heavy, while twenty-four reported it was poor. Question 43 is interesting for pharmacists in England and Wales; it yielded the following results:—

85.7 per cent. reported that physicians in their city dispensed.

14.5 per cent. reported that physicians in their city did not dispense.

53.5 per cent. reported that physicians' dispensing was increasing.

46.5 per cent. reported that physicians' dispensing was decreasing.

The education of the physician to the place of pharmacy in the practice of medicine is just as urgent among the professional classes in U.S.A. as it is in Great Britain. The question of dispensing private formulas for medical men showed opinions were fairly divided.

Prescription Pricing

The pricing of prescriptions always presents to me an interesting problem. At the Conference of Teachers the first item in the programme was "A method of teaching prescription pricing to college students." Dr. Jordan reported 64.7 per cent. had a schedule; 35.3 per cent. had no schedule; 80 per cent. were able to maintain prescription prices and 20 per cent. failed. The position of education in this phase of pharmacy in America is as disappointing as in our own country. The question on the laboratory revealed that all but two manufactured galenicals and other preparations whenever possible, and only four believed the pharmacist could not manufacture these preparations on a profitable basis. It was shown that the average price of prescriptions worked out at $0.997, the typical figure being $1.00; a high figure was $2.50 and a low one was $0.65. The frequency of types yielded the following results:—(1) Liquids, (2) capsules, (3) tablets, (4) powders, (5) ointments. It is found that the pharmacist is seldom called upon to fill prescriptions for items not stocked, which would appear to show a better understanding with physicians than prevails with ourselves. On the number of pharmacists, eighteen considered the supply of graduates greater than the demand, though five gave a contrary opinion. Twenty-three out of thirty approved a four years' college course.

The Dispensing Department—There is Working Space for Twelve Pharmacists

Medical Survey

The final reports of the Medical Survey in the United States, representing five years' research on health conditions and the means of conservation, were to hand. The findings, so far as pharmacy is concerned, are worth recalling. It is stated

there are 1,084,500 people engaged in rendering medical care, of which 132,000 are pharmacists, 142,000 physicians and 62,400 dentists. It was found that 18.2 per cent. of the total money spent on medical care was expended for drugs and medicines and approximately 90 per cent. of this sum was supplied by the 60,000 pharmacies; the remainder came from physicians and hospitals. The figure seems rather large, and I should be surprised to find it was anywhere near that figure in Great Britain. The analysis of values of drugs and medicines is stated to be prescriptions 27 per cent.; home remedies 23 per cent., and patent medicines 50 per cent. It is interesting to observe that the report states the latter cost $360,000,000, most of which is money wasted. The recommendations are interesting; the first one contains a germ interesting to pharmacy. "The Committee recommends that medical service, both preventive and therapeutic, should be furnished largely by organised groups of physicians, dentists, nurses, pharmacists and other associated personnel. Such groups should be organised, preferably around a hospital, for rendering complete home, office and hospital care. The form of organisation should encourage the maintenance of high standards and the development or preservation of a personal relation between patient and physician." In essence it recalls the report made in Great Britain in 1920 to the Ministry of Health for hospital organisation. Recommendation 5 contains a pertinent remark for pharmacists: "That pharmaceutical education places more stress on pharmacists' responsibilities and opportunities for public service." Dr. E. F. Kelly, secretary of the American Pharmaceutical Association, writes: "The recognition of pharmacy as an integral part of the medical centre should place pharmacy in hospitals on a sound basis and bring it under professional control." Eight of the members of the investigation committee placed it on record that "only qualified pharmacists should be allowed to sell drugs and medicines." It is clear in this report that pharmacy in America has received some encouragement in going forward for a great national co-ordination, and that we on this side of the Atlantic can learn much from the suggestions towards nationalisation of the health services of a nation. The Americans are great on surveys as a basis for improvement and elimination of waste. My opportunities for investigating hospital pharmacy were limited to New York, while previous visits had been made to the Ford Hospital, Detroit, and the hospital attached to the University of Michigan at Ann Arbor, under the control of Mr. H. A. Whitney. I met him again in Toronto, and it was to our mutual regret that time was not available to see the notable advances that had been made in pharmacy since my previous visit. The methods in hospital pharmacy differ from ours, but in the leading institutions they are in some respects in advance. It appeared that the smaller hospitals were like our own and stood in need of pharmacy as a distinct entity and a strong urge for national recognition of professional status. On both sides of the Atlantic there is still much to be done to establish pharmacy in the duties for which only pharmacists are trained.

The Ophthalmic Counter with its Special Chemicals and Sterilised Solutions and Apparatus is on the right. On the left is the Refrigerator containing Biologicals

Merchandising Research

At the end of April, 1932, a conference was held at St. Louis and the result of the national drug store survey was made public. The survey director of the U.S. Department of Commerce, Mr. Wroe Alderson, with several of his colleagues, read papers bearing on the survey, which contained matters of great interest for British pharmacists. The survey included prescription departments, drug departments, and distribution with the principles of merchandising, even including failures of drug stores.

Dr. Frank A. Surface, assistant director at the Bureau of Commerce, in his paper, said: "Attention was paid to the consumer as an important element in successful retailing, or, as the president of the American Marketing Society said 'There were some indications that the discovery of the consumer might pull us out of our present difficulties. It certainly is recognised that the consumer is the final arbiter in all business. Consumer behaviour and reaction become an interesting study which should lead to more profitable business.' The trouble with most businesses today is not that they don't make enough money, for they do, even in these difficult times. The real trouble is that they don't keep what they make. They proceed to give it away by doing all kinds of unprofitable things . . . Experience shows it is not necessarily the long margin item that results in most net profit. Two conditions are recognised about any item; first, it should yield a net profit when all costs are charged against it; second, if an item cannot be made to yield a net profit then it should attract customers who in turn will buy profitable items. If, says he, an item will do neither of these things then why is it stocked? It becomes necessary then to determine the profit-making characteristics of any item, and, second, its customer-attracting characteristics. These things are necessary in commercial research." The prescription department was treated separately as "the basic element of every drug store." The approach was entirely from the merchandising angle, that is, whether it was a profitable department *per se*, or, if unprofitable, did it fulfil the second requirement of customer-attracting.

(*To be continued.*)

Pharmaceutical Society

of Great Britain

North British Executive

A MEETING of the Executive of the North British Branch was held at 36 York Place, Edinburgh, on April 19, Mr. J. B. McVitae in the chair. The chairman said he had to report that since last meeting they had lost by death Mr. James S. B. Heddle, Leith ; Mr. J. Innes Fraser, Edinburgh ; Dr. William Inglis Clark, Edinburgh ; Mr. Robert Gordon Drummond, Falkirk ; and Mr. William Stephen Glass, Edinburgh. The members expressed their sense of loss and appreciation by standing.

SUNDAY OPENING IN EDINBURGH

It was reported that a letter had been received from the executive committee of the retail trade section of the Edinburgh Chamber of Commerce, making a suggestion for different arrangements for the Sunday opening of chemists' shops. The suggestion was that Edinburgh should be divided into districts, that in each district only one of the chemists' shops should be open all day on Sunday, and that a notice to that effect should be inserted in the local directory. The letter had been referred to the executive committee of the Edinburgh and South-Eastern Scottish Branch, who replied that the phrase "Sunday opening of chemists' shops" might convey a wrong impression of Sunday trading. The few hours during which the door of the pharmacy was open on Sunday was not for the purpose of trading at all. It was really attendance at certain times for the purpose of emergency supplies. It was a custom as old as the practice of medicine, and had never been under any kind of restriction. In the dispensing of medicines there was recognised a professional relationship between the prescriber and the dispenser, and the patient was a party in that relationship. It would be recognised that anything that interfered with this important confidential relationship between the two branches of the healing art was undesirable. After detailing some of the reasons the reply concluded that, for these reasons, attendance in the pharmacy at certain hours on Sunday did not really come into the category of keeping open shop for the purpose of Sunday trading.

OTHER BUSINESS

It was unanimously agreed that the next election of Executive take place on June 21, and that the chairman and vice-chairman be appointed scrutineers of the voting papers, with power to add to their number. It was reported that the five evening meetings of the Society in Edinburgh had been well attended, and there had been a good supply of interesting communications. It was reported that the Pharmacy and Poisons Bill had passed a second reading without opposition, and would come before the House of Commons in Committee. A letter had been sent to each Scottish M.P., explaining that the Bill was an agreed measure and had the support of Scottish pharmacists, and asking them to vote for the second reading. Several replies, all of them favourable, had been received.

Glyn-Jones Memorial Fund

The trustees of the Glyn-Jones Memorial Fund are prepared to consider applications for assistance from the Fund for necessitous young persons or orphans connected with pharmacy. Assistance may be granted in suitable cases for school fees or maintenance, and applicants may be required to disclose to the trustees their financial resources. All such information will be treated in the strictest confidence. Those who wish to have their claims considered should write to the Secretary, Glyn-Jones Memorial Fund Trustees, 17 Bloomsbury Square, London, W.C.1.

Mr. D. Lloyd Howard, chairman of the trustees, writes:—

"You will have received from the trustees of the Glyn-Jones Memorial Fund a public notice that they will consider applications for help from the Fund from necessitous students of pharmacy. May I, as chairman of the trustees, supplement the notice by recalling the purpose of the Fund. It was raised by subscriptions from friends of the late Sir William Glyn-Jones and admirers of his work. In keeping with the story of his own career and his labours in the field of pharmaceutical education, the income of the Fund is appropriately to be used, in the first instance, for the assistance of prospective pharmaceutical students unable, for financial reasons, to embark upon or complete their pharmaceutical studies.

"There may be many young persons hesitating or unable to meet the expense of qualifying in pharmacy. It is the object of the Fund to assist these people, and they need not hesitate to bring their claims to the notice of the trustees. It will naturally be necessary for some private information as to the means of the students themselves and of their parents to be disclosed, but such information will not pass beyond the trustees themselves. It would have given the keenest pleasure to Sir William Glyn-Jones to have been instrumental in helping a good student to obtain a sound education. It is the desire of the trustees that the Fund shall achieve this, and all those who may decide to apply can be assured of a careful and sympathetic weighing up of their claims."

Branch Meetings

Chatham.—At a meeting of the Medway Branch on April 5, Mr. G. A. Mallinson (secretary of the National Pharmaceutical Union) gave an interesting talk on *The National Pharmaceutical Union and Its Work*. Questions were submitted relating to closing hours, the Pharmacy and Poisons Bill, and the Sickness and Provident Fund. The meeting, which was presided over by Mr. J. E. French, was terminated by a hearty vote of thanks proposed by Mr. A. Crick.

Newcastle-on-Tyne.—The annual meeting of the Newcastle, District and Northumberland Branch was held on April 6. About forty members attended, representing every district covered by the Branch. Reports on the year's work were adopted, and the election of officers resulted as follows:—*President*, Mr. Rufus Hepworth (re-elected); *Vice-Presidents*, Messrs. Patten and Dennison; *Treasurer*, Mr. Harris; *Secretary*, Mr. Basil Watkins; *Auditors*, Messrs. Kinnis and Gilderdale; *Honorary Solicitors*, Layne & Son; *Council* (Northumberland), Messrs. Pool, Whittle and McClosky; (Gateshead) Messrs. Wyllie and Weddell; (district) Messrs. Simpson and Williamson; (Newcastle) Messrs. Roper, Flemming, Bennett, Hay and Atkins. The meeting ended with votes of thanks to the retiring officers.

Business Changes

MR. V. A. UNDERWOOD, chemist and druggist, has opened a pharmacy at Reynolds Road, Ipswich.

HORMONES & CHALONES, LTD., have removed to Ponsbourne Manor, Hertford. Telephones: Cuffley 136 and 137.

THE telephone number of the London warehouse of The British Aluminium Co., Ltd., 25-29 Pancras Road, London, N.W.1, has been changed to Terminus 5301-2.

AN amalgamation has taken place between David Allen Neon Displays, Ltd., and Claude-General Neon Lights, Ltd. (an associated company of The General Electric Co., Ltd.).

COFLUX, LTD., manufacturers of Coflux preparations (formerly known as Baines' Dielectric), have removed from temporary premises to a permanent address at 4 Denman Street, London, S.E.1. Telephone: Hop 1040.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, April 27

THE spot markets have operated in a more or less routine fashion this week ; with a fully steady undertone indicating a better feeling. Changes in values, although more than usual in number, are of minor importance. Chief interest has been centred round the movements in international exchange rates, particularly in the manipulation of the dollar. Except in connection with business in the American markets the dollar has been generally withdrawn as a currency quotation, and, for that reason, very few markets have been seriously disturbed. The uncertainty of exchange values of the leading currencies is making business difficult ; but there is a feeling of confidence that the outcome should strengthen the markets and, to some extent, help to raise world prices to an economic level. The Budget contains little of interest to the markets ; one of the main items is an increase of £1 per ton on all grades of lubricating oils. In the pharmaceutical chemicals market there is little to report ; business is about average with both makers' and dealers' steadily maintaining their spot values. It seems likely that the scale of dollar prices of santonin may be adjusted in due course. There is a little better feeling in many of the crude drugs products, although business is still rather slow. Agar is at low rates. Camphor and menthol have been dull. Norwegian cod-liver oil is firm for shipment with the further decline in the fishing. Gum acacia is slack and unsteady. Opium is firm. Senna is fairly steady and business has been rather better. Tuba root and gentian have been cleared on spot. The products in the essential oils market have been moving quietly and there are a number of minor price changes recorded. French colonial orange is dearer and firm for shipment. Anise (Red Ship) and cassia are dearer with silver. Palmarosa, rosemary and Spanish spike are better markets. Wormseed is again easier. Japanese peppermint has been dull this week and tends to move to easier rates. Business in fixed oils shows no general improvement. Linseed is better, while American turpentine is easier.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	April 27	Value of the £
Amsterdam ...	Fl. to £	12·107	8·56½	14/1¾
Berlin	Mks. to £	20·43	15·02½	14/8½
Brussels	Belga to £	35	24·64½	14/1
Copenhagen ...	Kr. to £	18·159	22 7/16	24/8½
Lisbon	Esc. to £	110	110	20/–
Madrid	Ptas. to £	25·22½	40 5/16	31/11¾
Milan	Lire to £	92·46	66 3/16	14/3¾
Montreal	Dol. to £	4·86⅔	4·39½	18/0¾
New York ...	Dol. to £	nominal	3·79½	15/7¼
Oslo	Kr. to £	18·159	19⅝	21/7¼
Paris	Fr. to £	124·21	87 7/16	14/1
Prague	Kr. to £	164·25	115½	14/0¾
Stockholm ...	Kr. to £	18·159	19 11/32	21/3¼
Warsaw	Zloty to £	43·38	30¾	14/3½
Zurich	Fr. to £	25·2215	17 13/16	14/1

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

MAKERS and dealers have made very few alterations in their spot prices. Practically all quotations based on the dollar have been withdrawn. All the leading lines, such as quinine and bismuth salts, iodides, mercurials, &c., are unchanged. There is a very steady undertone throughout the market.

ACETANILID.—The usual small business is being done, market steady: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOL.—The market keeps steady and business is about average: 56 lb., 7s.; 28 lb., 7s. 6d.; 14 lb., 7s. 11d. per lb., in 7-lb. tins.

AMIDOPYRIN.—Some little inquiry with dealers' prices about unchanged: crystals, five cwt., 17s. 10d.; two cwt., 18s. 3d.; less than two cwt., 19s. 3d. per lb., with powder 2¼d. per lb. extra.

AMMONIUM BENZOATE.—Market is rather dull. Spot, 3s. 4d. to 3s. 6d. per lb., as to quantity.

ASPIRIN.—A steady business is being done with makers' and dealers' prices maintained: home trade, ten cwt., 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d.; 28 lb., 2s. 11d.; 14 lb., 3s.; 7 lb., 3s. 2d. per lb. Export to Colonies and British Possessions, ten cwt, 2s. 9d.; five cwt., 2s. 10d.; one cwt., 2s. 10½d. per lb., f.o.b.; less than one cwt., 2s. 11d. per lb., ex works.

BARBITONE.—An occasional cheap offer is noted, otherwise the spot market is fairly steady: spot, one cwt, 11s. 2d.; 56 lb., 11s. 6d.; 14 lb., 11s. 9d.; small parcels, up to 12s. 6d. per lb.

BENZONAPHTHOL.—Dealers' prices for spot material are at about 3s. 2d. to 3s. 3d. per lb., as to quantity.

BENZOIC ACID (B.P.).—A moderate business is moving with prices steadily maintained: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 1d. per lb., ex store, as to quantity.

BROMIDES.—Business is rather restricted with makers' and dealers' quoted prices unchanged: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb. net, without engagement. Special prices for larger quantities.

CAFFEINE.—Keen prices are being quoted against a limited inquiry: pure alkaloid, 5s. to 5s. 3d. per lb.; citrate, 4s. 3d. to 4s. 6d. per lb.

CALCIUM LACTATE.—Business is fair on a competitive market: spot, one cwt., 1s. 1d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CHLORAL HYDRATE.—Home makers' prices are steady: duty paid crystals, in 14-lb. free containers, five cwt., 3s. 4d.; one cwt., 3s. 5d.; 56 lb., 3s. 6d.; 28 lb., 3s. 7d.; 14 lb., 3s. 8d. per lb.; 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—Makers' quoted price for home trade remains at 9½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering at very keen prices.

CREAM OF TARTAR.—The market is quoted at the makers' reduction notified last week of 8os. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting at about level figures.

CREOSOTE (B.P.).—A little more business is being done. Quantities in 25 kilo. demijohns, 1s. 10½d. to 1s. 11d. per lb.; smaller parcels, up to 2s. 4d. per lb.

CREOSOTE CARBONATE.—The spot market is quoted from 8s. 6d. to 10s. per lb., as to quantity and packing ; business small.

GUAIACOL CARBONATE.—Dealers are doing some small business: Spot, two cwt., 9s. 1½d.; one cwt., 9s. 3d.; 56 lb., 9s. 4½d.; smaller parcels, up to 9s. 9d. per lb.

HEXAMINE.—Business continues on a fairly satisfactory scale: British-made free-running crystals, five cwt., in one delivery, 1s. 11d.; one cwt., 2s. per lb., in one-cwt. kegs, and higher prices for smaller quantities, in bags. British rough powder, 1s. 7d. per lb., in kegs ; foreign free-running crystals, spot, two cwt., 2s. 2d.; one cwt., 2s. 2½d.; smaller quantities, up to 2s. 6d. per lb.

HYDROQUINONE.—A steady seasonal business is being done: ten cwt., 5s. 7½d.; five cwt., 5s. 8½d.; two cwt., 5s. 9d.; one cwt., 5s. 9½d.; 56 lb., 5s. 10d.; 28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 6d. per lb. carriage paid.

IODIDES.—Makers' scales of prices are as follows: Potassium iodide, B.P., 1 cwt., 13s.; 28 lb., 13s. 3d.; 14 lb., 13s. 6d.; 7 lb., 15s.; 4 lb., 15s. 3d.; smaller quantities, 15s. 6d. per lb. Sodium iodide, B.P.: 28 lb., 14s.; 14 lb., 14s. 6d.; 7 lb., 16s. 5d.; 4 lb., 16s. 9d.; smaller quantities, 17s. 1d. per lb. Iodine resub., B.P.: 1 cwt., 14s. 8d.; 28 lb., 14s. 11d.; 14 lb., 15s. 5d.; 7 lb., 16s. 7d.; 4 lb., 17s. 5d.; smaller quantities, 18s. 9d. per lb. Iodoform, B.P., cryst., precip. or powder: for not less than 28 lb., 17s. 7d.; 14 lb., 18s. 1d.; 7 lb., 20s. 8d.; 4 lb., 21s. 2d.; smaller quantities, 21s. 7d. per lb. Orders or contracts of not less than 1 cwt. (which may be taken assorted), containers of 28 lb. and outer packages free. Carriage paid. Prices quoted

without engagement. Contracts for one cwt., five cwt., ten cwt., or larger quantities, for delivery as required during a period of four months, with rebates. Rebates: On ten cwt. lots on contract over four months: potas. iodide, 7d.; sodium iodide, iodine resub. and iodoform, 4d. per lb.; five cwt. lots: potas, iodide, 4d.; sodium iodide, iodine resub. and iodoform, 3d. per lb. Resale is not allowed at prices below the scale current at the time of resale.

LACTIC ACID (B.P.).—A fair business is being done at keen prices: quantities in carboys, 1s. 4½d. to 1s. 6d.; in winchesters and bottles, 1s. 7d. to 1s. 10d. per lb., as to quantity.

MERCURIALS.—Makers' prices are as follows:—

—	Under 112 lb.	Not less than 112 lb.
	Per lb. s. d.	Per lb. s. d.
Ammoniated lump, B.P. (white precip.) ...	4 10	4 9
Ammoniated powder, B.P.	5 0	4 11
Bichloride lump, B.P. (corros. sub.)	4 1	4 0
Bichloride powder, B.P.	3 9	3 8
Chloride, B.P. (calomel)	4 10	4 9
Red oxide cryst., B.P. (red precip.)	5 11	5 10
Red oxide levig., B.P.	5 5	5 4
Yellow oxide, B.P.	5 3	5 2
Persulphate white, B.P.C.	5 0	4 11
Sulphide black (hyd. sulph. cum sulph.) 50 per cent.	4 11	4 10

Net, without engagement. Special prices for large quantities and for contracts deliverable during three months.

METHYLATED SPIRITS.—Makers' prices are as follows, and these values will remain in operation until June 30, 1933:—

In One Delivery	Industrial Methylated Spirits		Pyridinised Industrial Methylated Spirits		Mineralised Methylated Spirits (Coloured Violet)	
	61 o.p. Per gall. s. d.	64 o.p. Per gall. s. d.	61 o.p. Per gall. s. d.	64 o.p. Per gall. s. d.	61 o.p. Per gall. s. d.	64 o.p. Per gall. s. d.
500 gallons and upwards	1 8	1 9	1 10	1 11	...	...
100 gallons and under 500	1 9	1 10	1 11	2 0	2 9	2 10
30 gallons and under 100	1 11	2 0	2 1	2 2	2 11	3 0
10 gallons and under 30	2 1	2 2	2 3	2 4	3 1	3 2
5 gallons and under 10	2 3	2 4	2 5	2 6	3 3	3 4

Industrial methylated spirits of 66 o.p., 68 o.p., and 74 o.p., 1d., 2d., and 4d. per gallon respectively over the prices quoted for 64 o.p. Industrial methylated spirits 66 o.p., complies with the British Pharmacopœia standard. Methylated resin finish, 2d., methylated shellac finish 4d., over the prices quoted for pyridinised industrial methylated spirits. Carriage paid and on returned empty packages.

METHYL SALICYLATE (B.P.).—Market is fully steady and business satisfactory: one ton and over, 1s. 4½d.; ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 6½d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Market is about steady; business slow: two cwt., 19s. 6d.; one cwt., 20s.; 56 lb., 20s. 9d.; small parcels, 21s. 6d. per lb.

METOL.—Inquiry is about average, market steady: 56 lb., 9s. 3d.; 28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d. per lb. in 7-lb. tins, bottles extra. Wholesale distributors' prices for smaller quantities at higher prices.

MILK SUGAR.—A fair business with Continental quoted at competitive prices: one ton, 52s. 6d.; ten cwt., 53s. 6d.; two cwt., 54s. per cwt., in two-cwt cases.

PARAFORMALDEHYDE.—Rather more inquiry; market is keen: 100 per cent. powder, quantities in kegs, 1s. 2½d. to 1s. 3d.; smaller parcels up to 1s. 6d. per lb.

PHENACETIN.—Business is rather limited and the market quotations are shaded in some quarters: crystals or powder, ten cwt., 4s. 1½d.; five cwt., 4s. 3d.; one cwt., 4s. 4½d.; 56 lb., 4s. 6d.; less than 56 lb., 4s. 9d. per lb., carriage paid on minimum cwt. lots. No falling clause on contracts over twelve months.

PHENAZONE.—The market is dull with offers at competitive prices: crystals, ten cwt., 9s. 6d.; five cwt., 9s. 8d.; two cwt., 9s. 11d.; and less, up to 11s. per lb., with powder 2¼d. per lb. extra.

PHENOLPHTHALEIN.—Makers' agreed prices are unchanged; inquiry fair on small lines: two cwt., 4s. 7d.; one cwt., 4s. 8d.; 28 lb., 4s. 11d.; 14 lb., 5s. 2d.; 7 lb., 5s. 5d.; smaller parcels, up to 5s. 8d. per lb.

PHENYL ETHYL BARBITURIC.—The market is being discounted for quantities; business quiet: one cwt., 36s. 9d.; 56 lb., 38s.; 28 lb., 39s. 3d.; smaller quantities, 40s. 6d. per lb., in 2-lb. bottles, carriage paid; small lots in different packing at higher prices.

POTASSIUM PERMANGANATE (B.P.).—Market is steady and business in small parcels is normal: quantities in two-cwt. drums, 8¼d. to 8¾d.; druggists' parcels, 9d. to 10d. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Inquiry is small; market irregular. Spot quoted from 5s. 10d. to 6s. 3d. per lb., as to quantity.

PYROGALLIC ACID.—A fair seasonal business is being done: 56 lb., 7s.; 28 lb., 7s. 3d.; 14 lb., 7s. 9d.; 7 lb., 8s. 6d. per lb. in 7-lb. tins.

QUININE SALTS.—Convention prices are reported to be unchanged: sulphate, 1s. 9d.; bihydrobromide, 2s. 5¼d.; phosphate, 2s. 8½d.; ethyl carbonate, 2s. 4d.; salicylate, 2s. 4d.; hydrochlor., 2s. 2½d.; hydrobromide, 2s. 2½d.; bisulphate, 1s. 9d.; bihydrochloride, 2s. 5¼d. per oz., carriage paid on bulk quantities.

RESORCIN.—Imported material is scarce and at firm prices of about 5s. 9d. to 6s. 6d. per lb., as to quantity. British material is quoted as follows: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

ROCHELLE SALTS.—Makers' prices are as follows: powder, five cwt. and over, 77s. 6d.; less than five cwt., 80s.; less than one cwt., 82s. 6d. per cwt.; carriage paid, with crystals 2s. 6d. per cwt. extra. Pulv. seidlitz, five cwt. or over, 62s. 6d.; less than five cwt., 64s. 3d.; less than one cwt., 66s. 3d.; double seidlitz, five cwt. or over, 69s.; less than five cwt., 71s. 3d.; less than one cwt., 73s. 3d. per cwt., carriage paid. Quoted without engagement.

SALICYLIC ACID (B.P.).—Makers' prices are steady: one ton, 1s. 7d.; ten cwt., 1s. 7½d.; five cwt., 1s. 8d.; one cwt., 1s. 8½d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s. per lb.

SALOL.—Cheap outside material continues to spoil the market; business limited: spot, crystals, two cwt., 5s. 9d.; one cwt., 5s. 11d.; 56 lb., 6s.; smaller parcels, 6s. 2d. per lb.; powder, 2d. per lb. extra.

SODIUM BENZOATE (B.P.).—Business is fairly good on a steady market: 1932 B.P. standard material, 1s. 8½d. in bulk quantities; small parcels, up to 2s. per lb.

SODIUM DIETHYLBARBITURATE.—Market is steady, but business is quiet: spot, one cwt., 12s. 9d.; 56 lb., 13s.; 28 lb., 13s. 3d.; 14 lb., 13s. 6d.; 7 lb., 13s. 9d.; smaller quantities, up to 14s. per lb.

SODIUM SALICYLATE (B.P.).—Business is about average, with the market steady: home trade, powder, two tons, 2s.; one ton, 2s. 0½d.; ten cwt., 2s. 1d.; five cwt., 2s. 2d.; one cwt., 2s. 3d.; 28 lb., 2s. 4d.; 14 lb., 2s. 6d.; 7 lb., 2s. 7d.; 1 lb., 2s. 8d. per lb., with crystals 1d. per lb. extra.

SULPHONAL.—Not much business moving; spot prices unchanged: crystals, two cwt., 15s. 8d.; one cwt., 16s. 3d.; 56 lb., 16s. 6d.; smaller parcels, up to 17s. 6d. per lb.; with powder, 2¼d. per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Makers' quoted price for home trade is unchanged at 11¼d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are offering at competitive prices.

THEOBROMINE.—Market is irregular and keen, business restricted: pure alkaloid, 4s. 11d. to 5s. 6d. per lb.; sodium salicylate, 4s. 9d. to 5s. 3d. per lb., as to quantity.

THYMOL.—Business is slow with market unsteady: synthetic, fine white, one cwt., 5s. 3d.; 56 lb., 5s. 4½d.; 28 lb., 5s. 6d.; 14 lb., 5s. 9d. per lb.; ex ajowan seed, one cwt., 7s. 3d.; 56 lb., 7s. 4½d.; 28 lb., 7s. 6d.; 14 lb., 7s. 9d. per lb.

VANILLIN.—A moderate business being done with not much cheap stuff offering: 100 per cent., one ton, 14s. 3d.; ten cwt., 14s. 6d.; five cwt., 14s. 9d.; three cwt., 15s.; one cwt., 15s. 3d.; 56 lb., 15s. 6d.; 28 lb., 15s. 9d.; 14 lb., 16s.; less, 16s. 3d. per lb.

Crude Drugs, etc.

AGAR AGAR.—Both spot and shipment are easier, with the market neglected; prices are now at a very low level: spot, Kobe No. 1, 2s. 1d.; No. 2, 1s. 11d.; Yokohama No. 1, 1s. 11d. per lb.; shipment, Kobe No. 1, 1s. 6d.; No. 2, 1s. 4¾d.; Yokohama No. 1, 1s. 4¾d. per lb., c.i.f.

ANTIMONY.—Market is steadier. Chinese oxide, spot, £28; shipment, £21 10s., c.i.f. Chinese, crude, spot, nominal; shipment, £17, c.i.f.

BALSAMS.—Market is steady, with a little business doing. *Tolu*, 3s. 5d. to 3s. 6d. per lb. *Canada*, 3s. 1d. per lb., spot.

BELLADONNA.—Prices are well held. Good test root, 65s. to 67s. 6d. per cwt. Leaves, about 65s. per cwt.

BUCHU.—The shipment market is quite steady and a fair inquiry is being dealt with. New crop fair green rounds, about 9½d. per lb., c.i.f. The usual bale spot business continues at fully former rates.

CAMPHOR.—This market is flat and a shade easier: spot, slabs, 2s. 2d.; flowers, 2s. 3d.; tablets, 2s. 7d. per lb.; shipment, slabs, 1s. 9d.; flowers, 1s. 9½d.; tablets, 2s. 0½d. per lb., c.i.f. English refined is quoted unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz., and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ⅓ oz. and ¼ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CLOVES.—Market is quiet, but about steady. Zanzibar, spot, 5⅞d.; shipment, May-June, 5¼d.; June, 5⅛d.; July-August, 4 15/16d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended April 15 were 150 and the deliveries 35, leaving a stock of 1,552. From January 1 to date, landings of Zanzibar have been 1,445 and the deliveries 1,373 Landings of Madagascar for the week ended April 15 were *nil*, and the deliveries *nil*, leaving a stock of 1,107. Landings of Madagascar this year to date have been *nil* and the deliveries 49.

COCOA BUTTER.—Market is quoted unchanged, with English at 8¾d. to 10d. per lb., as to quantity.

COCONUT (DESICCATED).—Market is firm as quoted, more business moving. Spot, fine, 24s. 6d.; medium, 23s. 6d.; shipment, halves, April-May, 19s. 9d.; May-June, 20s. per cwt., c.i.f.

COD-LIVER OIL.—Fishing results to April 22 were as follows: cod, 109,899 tons; oil, 66,175 hectol., compared with 138,595 tons of cod and 84,697 hectol. of oil in 1932 and 106,274 tons of cod and 52,885 hectol. of oil in 1931. The shipment market has been quieter, owing to exchange difficulties, but in view of the continued poor fishing results the price is well maintained at about 92s. 6d. per barrel, c.i.f., for finest Lofoten steam refined non-freezing medicinal oil. Spot, about 107s. 6d. per barrel, ex store, duty-paid. Some brands may be slightly cheaper.

COLCHICUM.—Dealers are quoting root at 50s. per cwt. and seeds at 2s. 9d. per lb.

ERGOT.—Business is slow. Spot, Spanish, 1s. 7d.; Russian, 1s. per lb.

GELATIN.—Not quite so much business moving; market about steady: spot, gold leaf, 2s. 2d.; silver leaf, 2s.; bronze leaf, 1s. 9d.; thin leaf, 1s. 8d. per lb. in cwt. lots.

GENTIAN.—No supplies left on spot. Shipment, May-June, fully 55s. per cwt., c.i.f.

GUM ACACIA.—This market is flat and quoted easier, closing unsteady: spot, Kordofan cleaned sorts, 34s. 6d.; natural, 33s. 6d.; bleached, 70s. to 72s. 6d. per cwt., shipment, Kordofan cleaned sorts, 29s. 6d.; natural, 28s. 6d. per cwt., c.i.f.

HENBANE.—Dealers are quoting spot at about 40s. per cwt.

HENNA LEAVES.—Spot stocks are quoted from 25s. to 35s. per cwt., as to quality.

HONEY.—New crop Jamaican is now arriving and sales are being made. Some parcels of good white set are quoted up to 52s. 6d. per cwt. Dark manufacturing is at 30s. per cwt.

HYDRASTIS.—Business is of small account, with spot quoted at about 4s. 3d. per lb.

INSECT FLOWERS.—Some Dalmation closed flowers on spot are quoted at about 95s. per cwt.

IPECACUANHA.—Some little interest is shown, with Matto Grosso held at 4s. 9d. to 5s. per lb., as to quantity.

LIQUORICE ROOT.—Some good natural cuttings are offered at about 26s. 6d. per cwt.

LYCOPODIUM.—Dealers are quoting small lots on spot at 3s. 6d. per kilo.

MENTHOL.—This item has had a poor week and shows a further loss. K/S brands on spot, 15s. per lb. and less for bulk quantities; shipment seems to be of no interest, with April-May at 12s. 10½d. per lb., c.i.f.

OPIUM.—While values are unchanged the market is distinctly firmer. Shipment, in bulk quantities, from 1s. 1d. per unit, landed and duty-paid; smaller lots, about 1s. 2d.

Reports from Istanbul state stocks at the end of March were 1,635 cases of druggists quality, 132 cases of soft and 21 cases of Malatia, making a total stock of 1,788 cases, compared with 1,747 cases of druggists, 418 cases of soft and 171 cases of Malatia, totalling 2,336 cases at the same time in 1932. Total arrivals on the market this year were 985 cases compared with 2,104 cases during the same period last year.

PEPPER.—Although rather quiet the tone of the market is better, with values steadier. Lampong, spot, 5¼d.; afloat, 4 1/16d. shipment, April-June, 3 15/16d.; May-July, 3 15/16d.; August-October, 3⅞d. per lb., c.i.f. Tellicherry, spot, 5½d.; shipment, April-May, 41s. 6d., c.i.f. Aleppy, spot, 5⅜d.; shipment, April-May, 39s. 6d., c.i.f. White Muntok, spot, 6¼d.; shipment, April-June, 5 7/16d.; May-July, 5 7/16d.; August-October, 5 7/16d. per lb., c.i.f.

PIMENTO.—Market is quiet but steadier. Spot, 2⅝d.; shipment, May-June, 22s. 9d. per cwt., c.i.f.

POPPY HEADS.—Some supplies of crushed heads are mentioned at about 35s. per cwt.

QUASSIA CHIPS.—Dealers are quoting spot at about 21s. per cwt.

QUILLAIA BARK.—Spot supplies of crushed are at 32s. 6d. powder at 45s. per cwt.

RUBBER.—Prices have been maintained and business has been better. The tone is steady. Standard ribbed smoked sheet, spot, 2 9/16d.; May, 2 9/16d.; June, 2 19/32d.; July-September, 2⅝d.; October-December, 2 23/32d.; January-March, 1934, 2 25/32d. per lb.

SAFFRON.—Some small business is reported, market steady: spot, prime B.P., 60s. 3d.; extra B.P., 56s.; super B.P., 53s. per lb., and slightly less for bulk quantities.

SARSAPARILLA.—Some small spot business, market steady: spot, native mixed colours, 1s. 1d. to 1s. 1¾d.; grey Jamaican, 1s. 9d. to 1s. 10d. per lb., as to quantity.

SEEDS.—ANISE.—Spot, Spanish, 51s. 6d.; Bulgarian, 40s., duty paid. CANARY.—Mazagan now offering spot at 11s. 9d.; Tangier quiet at 11s. 3d.; Kenitra unchanged at 10s. 6d. LINSEED.—Spot, Mazagan sold at 15s. 9d.; Morocco, 40s., no demand. CORIANDER.—Morocco, 1929 crop sold at 15s. 3d., spot; 1932 sold at 16s. 6d., duty paid; 15s. quoted in bond; wormy, 13s. 6d. to 14s. CUMIN.—Malta, 40s., spot, and Morocco, 32s. FENUGREEK.—Morocco sold at 12s. 3d., spot; Tunisian, 15s. CARAWAY.—Dutch remain firm; 34s. still quoted, duty paid. MUSTARD.—English, 21s. to 35s., according to quality.

SENEGA.—The market is about unchanged, rather quiet: spot, 1s. 10d. to 1s. 10½d., shipment, 1s. 8½d. per lb., c.i.f.

SENNA.—Rather more business in Alexandrian with some parcels of medium to fine hand-picked pods cleared. Manufacturing pods are in ample supply. Tinnevelly leaves receive a steady demand and supplies of the better grades are now limited. Tinnevelly pods have had a moderate sale.

SHELLAC.—Following on the recent improvement the market has fallen back and is dull. Spot, standard TN orange, 52s.; fine orange, 57s. 6d. to 110s.; pure button, 62s. 6d. per cwt.; for delivery, TN, May, 45s.; August, 47s.; October, 48s.; for arrival, TN, May-June, 43s. per cwt., c.i.f.

STRAMONIUM LEAVES.—Dealers are quoting spot at about 40s. per cwt.; seeds, 35s. per cwt.

TRAGACANTH.—Arrivals since January have been small; stocks of druggists' grades are restricted. Market fully steady. No. 1 white ribbony leaf, £28 to £29; seconds, £24 to £27; thirds, £20 to £23; fourths, £15 to £19; fifths, £9 to £14. Thick Persian pale leaf, £7 to £9; yellowish, £5 to £6; hoggy sorts, 40s. to 80s. per cwt., spot.

TUBA ROOT.—All spot stocks cleared. Shipment, April-May, 9d. per lb., c.i.f.

VALERIAN ROOT.—Dealers are offering spot at about 60s. per cwt.

Essential Oils, etc.

BUSINESS has been moving on moderate lines and the general tone is tending to be steadier. Anise and cassia are dearer with silver; cinnamon leaf is a point dearer. Citronellas are still unsteady. Geraniums are fully steady. Sicilian lemon is quoted at keen prices. Lemongrass is rather easier. French colonial orange is dearer and firm for shipment. Palmarosa is a better market. Spanish rosemary is slightly dearer, also spike from the same source. Wormseed is cheaper. Japanese peppermint has been flat and is generally easier.

ALMOND.—Market is steady, business quiet. English sweet, one-cwt. lots, 2s. 7d. up to 2s. 9d. for small lots. Foreign sweet, 2s. 3d. to 2s. 4d. per lb.; genuine s.a.p., 7s. per lb.

ANISE (STAR).—Market has advanced with silver; more inquiry being received: spot, "Red Ship," in leads, 1s. 10¼d.; in tins, 1s. 8d.; in drums, 1s. 7¼d.; shipment, in leads, 1s. 8d.; in tins, 1s. 6¾d.; in drums, 1s. 5⅞d. per lb., c.i.f.

BERGAMOT.—The shipment market continues irregular, with business slow; quoted at about 5s. per lb., c.i.f. Spot, about 5s. 3d. to 5s. 9d. per lb., as to quantity.

BOIS DE ROSE.—This market is very steady and business is fair. Brazilian, spot, 4s. 1d. to 4s. 3d.; shipment, 3s. 6d. to 3s. 7d. per lb., c.i.f.

CAJUPUT.—The spot price for B.P. 1932 quality is about 2s. 3d. to 2s. 6d.; green, about 2s. to 2s. 1d. per lb., as to quantity.

CANANGA.—Dealers are quoting spot at about 8s. 3d. to 8s. 4d. per lb.; shipment, 6s. 4d. per lb., c.i.f., in bulk quantities.

CARAWAY.—Market is steady, but rather dull. Continental, 7s. 6d. to 7s. 9d.; Dutch, 9s. 6d. to 10s. 3d. per lb., as to quantity.

CASSIA.—Market is firmer, with silver; spot, 3s. 7½d.; shipment, 3s. 1½d. per lb., c.i.f.

CEDARWOOD.—Rather quiet and slightly easier. American, spot, 1s. 9d. in drums and 1s. 10d. for small lots. Colonial, 1s. 8½d. in drums and 1s. 10d. per lb. for small parcels, spot.

CINNAMON LEAF.—Rather better prices are quoted, business fair. Spot, in tins, 2s. 9d. to 2s. 10d.; shipment, in drums, 2s. 3d. per lb., c.i.f.

CITRONELLA.—This market is not attracting much business and prices tend to be easier. Ceylon, spot, about 1s. 10d.; shipment, about 1s. 8d. per lb., c.i.f. Java, spot, 2s. 7d. to 2s. 7½d.; shipment, about 2s. per lb., c.i.f.

CLOVE.—Market is steady, business moderate. Madagascar, spot, 3s. 3d. to 3s. 6d. per lb.; shipment, 2s. 3d. per lb., c.i.f. English, 4s. 3d. to 4s. 6d. per lb.

EUCALYPTUS.—Some occasional inquiry, market quoted unchanged. Australia, 70 to 75 per cent., 11d. to 1s.; 80 to 85 per cent., 1s. to 1s. 1d. per lb. Spanish, 70 to 75 per cent., 1s. 2d. per lb.

GERANIUM.—This market tends to be firmer for shipment, but inquiry is still small. Bourbon, shipment, fully 20s. per lb., c.i.f.; spot, 23s. 6d. for best quality. Algerian is steady at 22s. 3d., c.i.f., and 23s. 9d. per lb., spot.

GINGERGRASS.—The market is quiet, but about steady at 7s. 2d. to 7s. 4d. per lb., as to quantity.

JUNIPER BERRY.—Business has been unimportant. Spot, about 3s. 6d. per lb. and less for bulk quantities.

LAVENDER.—Market is unsteady and bulk prices are a matter of negotiation. Small lots of best-quality French, 38 to 40 per cent., 8s. 3d.; 36 to 38 per cent., 7s. 6d. per lb., carriage paid.

LEMON.—A little more inquiry is being received, with new crop Sicilian hand-pressed quoted for shipment at about 3s. 2d. to 3s. 6d. per lb., c.i.f., as to brand; spot, small lots, 3s. 6d. to 3s. 9d. per lb. Californian, spot, in large drums, 48 cents; in small drums, 49 cents per lb.

LEMONGRASS.—The market tends to be rather easier. Spot, 2s. 1d. to 2s. 2d.; shipment, 1s. 10½d. per lb., c.i.f., in bulk quantities.

LIME.—Hardly any inquiry for this article. West Indian distilled, spot, 37s. 6d. per lb., in small lots.

MANDARIN.—Market is dull. Good quality about 15s. 6d. per lb. for small parcels.

ORANGE.—The chief feature this week is a firmer tone in French colonial, with shipment advanced to about 2s. 7d. to 2s. 9d. per lb., c.i.f.; spot, small parcels dearer at 3s. to 3s. 3d. per lb. Sicilian is about unchanged, with little business moving. New crop, sweet, 4s. 9d. to 5s. per lb., c.i.f., as to brand; spot, about 5s. 3d. to 6s. per lb., as to quantity. Sicilian, bitter, new crop, 4s. 7d. to 4s. 9d. per lb., c.i.f. Californian, spot, single cases, 50 cents; two or more cases, 45 cents per lb.

PALMAROSA.—Prices are well maintained here, with sales at 7s. 6d. up to 8s. per lb. for small spot lots; shipments, 6s. 10d. per lb., c.i.f.

PEPPERMINT.—The market in the Japanese product has been dull and is generally easier and tends to become unsteady. Spot is quoted in the region of 5s. 9d. with very little doing. Shipment, April-May, is slack and mentioned at about 5s. 6d. per lb., c.i.f. The afloat position is purely speculative with very little interest shown and is at about 5s. 9d. per lb., c.i.f.

PETITGRAIN.—This market is steady; business moderate; spot, 4s. 5d. to 4s. 7d., as to quantity; shipment, 3s. 10d. per lb., c.i.f.

ROSEMARY.—Market is steadier. Best quality Spanish, in drums, 1s. 9d.; in tins, from 1s. 10d. per lb., spot.

SANDALWOOD.—Outside offers are cheaper than the quoted figures for first-hand East Indian at 24s. to 25s. per lb., as to number of cases. British-made West Indian is quoted in one-cwt. lots at 4s. 3d.; 56 lb., 4s. 5d.; 14 lb., 4s. 8d. per lb.

SASSAFRAS.—Business is small and prices depend on quality, ranging from 4s. up to 5s. 6d. per lb.

SPEARMINT.—Some spot holders are not selling small parcels under 7s. 6d. to 8s. per lb. Fair quantities, about 7s. 3d. per lb.; shipment, 6s. 6d. per lb., c.i.f.

SPIKE.—Some occasional spot business is reported, with prices for good quality Spanish dearer on spot at 3s. 5d. to 3s. 7d. per lb., as to quantity; shipment, August-September, 3s. per lb., c.i.f.

WINTERGREEN.—Some small business is reported with spot about 6s. 9d. to 7s. per lb.

WORMSEED.—The market is at the moment quoted easier on the dollar: spot, about 11s. 6d.; shipment, about 10s. 3d. per lb., c.i.f.

The following are current quotations for synthetics, etc.: Acetophenone, 6s. to 6s. 4d. per lb.; amyl acetate, pure, 122s. 6d. per cwt., technical, 107s. 6d.; amyl salicylate, 2s. 3d. per lb. for cwt. lots, up to 2s. 9d.; aubepine, ex para cresol, 8s. 3d. to 8s. 9d. per lb.; benzaldehyde, f.f.c., 2s. 1d. to 2s. 6d. per lb.; benzyl acetate, f.f.c., 1s. 6d. to 1s. 10d. per lb.; benzyl alcohol, 1s. 11d. to 2s. 3d. per lb.; bromstyrol, 100 per cent., 11s. 3d. to 11s. 6d. per lb.; butyric acid, 3s. 3d. to 3s. 6d. per lb.; citral, chemically pure, 8s. to 8s. 6d. per lb.; coumarin, 13s. to 14s. per lb.; ethyl phthalate, 2s. 6d. to 2s. 8d. per lb.; eugenol, 7s. 6d. to 8s. per lb.; geraniol, ex palmarosa, 16s. to 18s. per lb.; heliotropin, 100 per cent. crystals, 4s. 11d., in cwt. lots up to 6s. per lb., as to quantity; iso eugenol, 9s. 6d. to 10s. per lb.; methyl anthranilate, 6s. 9d. to 7s. 6d. per lb.; mirbane, 8½d. to 10d. per lb.; musk, ketone, 33s.; ambrette, 30s.; xylol, 8s. per lb., with bonus for quantities; phenyl ethyl alcohol, 8s. 6d. to 9s. per lb.; safrol, 1s. 4d. to 1s. 9d. per lb.; terpineol, 1s. 4d. for ton lots up to 1s. 9d. per lb. for small parcels.

Fixed Oils, etc.

BUSINESS in most of these products has been limited of late and prices quoted are on a slightly lower level. Linseed (raw, naked) is better, while American turpentine is easier.—ACID OILS.—Market is steady, business moderate: coconut and/or palm kernel, 18s. 6d.; groundnut, 17s. 6d.; soya, 14s., spot. CASTOR.—Market is steady, business fair: pharmaceutical, 39s. 6d.; first pressings, 34s. 6d.; second pressings, 30s. 6d. (barrels); cases, £4 per ton extra, ex mills, Hull, in not less than one-ton lots. Bombay, 28s. 6d. (drums), c.i.f. COCONUT.—Quoted slightly easier on a dull market: deodorised, 27s. 3d. (barrels), spot; Ceylon, 19s. 3d. (drums), c.i.f. COTTON.—Business has been slow; prices show a further loss: deodorised, 25s. 3d.; common edible, 23s. 3d.; soap-making, 21s. 9d.; crude, 21s. (barrels), spot. GROUNDNUT.—Market is dull and irregular: deodorised, 29s. 9d. (barrels), spot; crude Oriental, 26s. (drums), c.i.f. LINSEED (RAW, NAKED).—Market is very steady as quoted: on spot, 16s. 9d.; May, 15s. 6d.; May-August, 15s. 10½d.; September-December, 16s. 9d. OLIVE.—Market is about steady, business fair: edible, in tins in cases, 70s. per case of ten gallons; in barrels, 5s. 3d.; B.P., 4s. 6d. per gallon, in 40-gallon barrels. PALM.—Supplies of some grades are scarce on spot; business fair, market steadier: Lagos, no spot; 13s. 6d., c.i.f.; softs, 14s., spot; mediums, 14s. 3d., c.i.f.; hards, 16s. 3d., c.i.f., nominal; bleached, 17s. 3d., spot. PALM KERNEL is about steady, business fair: deodorised, 29s.; crude, 20s. 6d., spot. RAPE is rather quiet and slightly easier: refined, 32s.; crude, 30s. 9d., spot. RESIN.—Market has been dull and is quoted easier: B, 12s. 3d.; D, 12s. 6d.; F/G, 14s. 3d.; N, 18s. 3d.; W/G, 20s. 6d.; W/W, 22s. 3d. per cwt., ex wharf. SOYA.—Values are fairly steady, business moderate: deodorised, 26s. 9d.; crude, 22s. 9d., spot. TURPENTINE, AMERICAN.—The market is quoted cheaper and is irregular. Total London stocks, 6,480 barrels; on spot, 61s. WOOD.—Market is dull but about steady with Hankow, in barrels, on spot, at 47s. 6d.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1933, p. 329.

(From "The Trade Marks Journal," April 12, 1933.)

"TRIDOLENE"; for medicated jellies (3). "VIRACE"; for surgical instruments, etc. (11). By W. W. Phelps, 22 The Avenue, Chingford, E.4. 538,991/593.

Picture of male "hiker"; for chemicals (3). By I. A. V. Jones, High Street, Collingham, Nottinghamshire. 539,684.

"AVA"; for perfumery, etc. (48). By Ava, Ltd., 9 Park Hill, Clapham, S.W.4. 535,910. (Associated.)

"HEQUIL"; for perfumery, etc. (48). By G. Schicht A.G., Dresdnerstrasse 34, Aussig, Czecho-Slovakia. 539,516.

"BIXILA"; for perfumery, etc. (48). By O. G. Roura, 18 Rue des Pyramides, Paris. 538,982.

"FROLIC"; for perfumery, etc. (48). By J. & E. Atkinson, Ltd., 24 Old Bond Street, London, W.1. 539,576.

"INNOXA" and "INNOXINE"; for perfumery, etc. (48). By Beaute, Ltd., 38 Old Bond Street, London, W.1. 539,628/629. (Associated.)

"FIVE O'CLOCK"; for perfumery, etc. (48). By J. Margerison & Co., Ltd., Leighton Street, Preston, Lancashire. 539, 790.

"CLAROCINE"; for polishes for spectacle lenses (50). By The Clarocit Co., Ltd., 110 Great Portland Street, London, W.1. 537,154. (Associated.)

APPLICATION AMENDMENT

According to "The Trade Marks Journal" of April 12, 1933, the specification for "DULCOMEL" in Class 3, No. 537,425, by J. Cameron & Son, has been amended to except sales in the Counties of Cornwall, Devon, Somerset and Dorset.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

The "C. & D." Retail and Dispensing Price List

SIR,—"Senex," in his letter on the revised Retail and Dispensing Price List (*C. & D.*, April 15, p. 425), remarks that there are nearly 4,000 items comprised in the list, and comments on the responsibility the pharmacist has to face to supply the demand for these. It is quite possible that any chemist may have to dispense a prescription for any of these drugs, but I doubt whether there are many pharmacies in the country which could produce every one of the 4,000 from stock. For the list is so comprehensive that it contains not only B.P. and B.P.C. preparations but many proprietary galenicals as well. And it is obvious that if it is to fulfil its purpose it must be so, for it has to cater for businesses of all descriptions. So well has it been completed that such groups of drugs as extracts, liquors, oils, tinctures and ointments each take up a whole page, and of the metals sodium salts require a column to themselves. There are no fewer that fifty-six elixirs listed; this provides an interesting commentary on the new B.P., because there is only one official elixir. But when we realise that the greater part of the chemists' takings are not for drugs but for patents and toilet goods, we begin to see how many different items he has to carry; and as he can nearly always provide customers with the price, sizes, and particulars of use from memory, it will be acknowledged that perhaps the chemist behind the counter is not quite such a failure as a business man as he is reputed to be.—Faithfully yours,

MEMORISE (25/4).

Varying Profits

SIR,—The average pharmacy of to-day earns its profits from three main sources:—(1) Attractively packed goods at popular and local prices; (2) National Health Insurance dispensing; (3) proprietary and similar goods. The old-fashioned type of business has definitely gone, owing to the migration of population and the ready facilities for moving from area to area. Under the changing conditions pharmacists should make themselves trained book-keepers, and be ready to deal effectively with any phase of their profit and loss exchequer which may come under scrutiny; a capacity to do this is worth more than a little when income-tax returns come under a surveyor's eye. Returns drop; it is essential to make the reasons for this quite clear to the pharmacist himself. Book-keeping need not be irksome if too much detail is not looked for. An experience over many years indicates that some pharmacists make their work burdensome alike to themselves and to those who serve them. Why labour too much?—Yours, etc.,

NORTHERNER (25/4).

Pharmacy and Poisons Bill

SIR,—It appears to be assumed that no opposition is being offered to the Pharmacy and Poisons Bill of 1933. May I be allowed to correct this? Within the next few weeks Parliament will be asked to accept the following two amendments before the Bill leaves the Committee stage:—

(1) Clause 17 (2), p. 15. At the end of line 28 add "but no licence shall be granted to a person where facilities are already provided by an authorised seller of poisons."

(2) Clause 17 (3), p. 15, line 30. Delete "regard shall be had to the desirability of restricting the said Part II to articles," and insert "the said Part II shall be limited to articles."

If these two amendments, necessary in the public interest, are not granted, the Bill will be opposed in its entirety. There can be no possibility of a Bill for pharmacy alone for many years to come. The experience of the present Bill proves this; and it therefore behoves chemists to stand firm for justice in this Bill. The first amendment is entirely the work of the British Pharmaceutical Association and not put forward by an official body. We stand by both amendments, and consider the Bill unacceptable without them. Chemists can obtain a fuller explanation of these amendments by request to:—Yours faithfully,

J. J. LAWS, F.C.S., M.P.S.,
Chairman, British Pharmaceutical Association.
45 Fulham Road, S.W.3.

"Store" Prices

SIR,—I must thank "Midlander" (*C. & D.*, April 15, p. 425) for his letter on store prices, and also those other correspondents who have written to me on the matter. This question is not a new one to me, as I have for some time made similar comparisons, and long ago came to the conclusion that if one wanted to compete with store prices it was impossible to do so if buying from the usual wholesale sources; so I am glad to discover that there are firms who can supply the retailer with packed goods at competitive prices. When I first tackled this problem, I came to the same conclusion as "Midlander"—that it was necessary to pack these lines oneself. Fortunately I was in a position to do this by choosing the quiet intervals and arranging duties accordingly. Although in arriving at the cost of the packed lines this does not take into account labour and other charges, yet in a retail business these costs are going on just the same in slack periods, and may as well be utilised in packing as in waiting for custom. But to the small man who is entirely single-handed, and does sufficient counter trade and dispensing to keep him occupied, this method is unworkable, and it was of this type of pharmacist I was thinking when I wrote. Home packing entails a little more actual work; yet since I undertook it I have noticed that the prices I am able to get are keeping up better, and I am not so troubled with information by customers about the store prices and sizes. I think many of them have come to know that the drugs are packed on the premises, and they appreciate the fact of personal service and supervision. Is there not here one of the first steps towards the re-establishment of pharmacy as a business separated from the store or bazaar trade? While discussing this question of wholesale prices for chemists, and turning to sundries, I have bought recently at a local ironmonger's a rubber mat for 3s. 11d., and I find an identical article in one of our sundries houses' catalogues priced at 57s. a doz. If the other lines are priced on the same scale, it is not surprising that the chemist is losing his trade to shops of all descriptions.—Yours truly,

SOME PRICES (24/4).

Penny Articles

SIR,—"Triviality" (*C. & D.*, April 15, p. 425) raises a conundrum. Let me state at once that I do not suggest an individual chemist should point-blank refuse to sell anything below 6d. Circumstances alter cases; the chemist himself is the best judge as to his *clientèle*, and pharmacy will require uplifting before we can issue an ultimatum. This, however, does not alter my opinion that the sale of sixpenny and lower articles is an uneconomic proposition for chemists. Apparent profit expressed in net profit terms on such articles is *nil*. In other words, the sixpenny sale is subsidised by sales of higher denomination, the net profit on the latter being consequently lowered. I think if "Triviality" will go into the matter of oncosts thoroughly he will find that the figure of 6d. per customer is not an exaggeration, and this figure has been confirmed from time to time in the pages of the *C. & D.* Assuming, however, the figure of 3d. to be nearer the mark, it is obvious that nothing below 6d. can yield a net profit. May I raise another conundrum? What would be the position of a chemist who refused to sell any article above 6d.?—Yours truly,

COMMON SENSE (18/4).

Legal Queries

G. E. W. (10/1).—The use of the title "Children's Pectoral Mixture" does not involve liability to medicine-stamp duty.

P. J. P. (29/3).—Camphor or menthol cannot legally be added to tobacco in the manufacture of a medicated snuff, and it is an offence visited with heavy penalties and forfeiture of the articles concerned for any manufacturer of snuff to use or have in his possession any prohibited material such as these. It is, however, possible that the Board of Customs and Excise might, if applied to, allow you to use oil of camphor as an essential oil for flavouring the snuff.

A. B. (20/3) occupies premises under a lease which will expire at Whitsuntide 1934. He has applied to his landlord for a renewal of his lease, but has had no reply. Is not a landlord bound to give his tenant notice that a lease will not be renewed? [A landlord is not bound to notify his tenant that he does not intend to renew the lease, unless there is a special clause in the lease which requires him to do so. On the other hand, a tenant may be entitled to claim a fresh lease provided that he gives notice under the Landlord and Tenant Act, 1927, in the prescribed form, not less than twelve months before the end of the tenancy. "A. B." should consult a solicitor.]

A. K. B. (16/12).—The basis for assessment is on the actual income of the preceding year, but where an employment first commences within any tax year (but after April 6) the assessment for that year will be the actual income for that year, and for the second year the income of that year with the right to have the assessment for the third year made on the actual income for that year (instead of the second) if the taxpayer chooses. If an employment commenced exactly on April 6, the first year would be assessed on actual income and the second year either on the income of the first year, or (if the taxpayer chooses) on the income of the second year. It is not correct, therefore, to assume that there is no liability for the tax year 1932/33—there is. What can be done, however, is to ask the inspector to agree to the first year's income being grossed to twelve months (approximately £150), although he will say probably that the employment did not commence exactly on April 6. In that case the assessment £182 (i.e., the second year) would appear to be correct.

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics

Neon Signs

Pharmacist (18/3) invites experiences regarding neon signs, particularly as to the amount of current consumed, method of installation, and freedom from trouble after erection.

Appreciations

As a reader of the *C. & D.* for forty-five years and a subscriber for over thirty years I look forward to its arrival on Fridays. No one can deny that it is a chemist's journal, full of information and an excellent guide in buying.—*J. E.* (21/4).

A Suggestion for the Conference

"Xrayser's" incursion into the history of Pepys, the great diarist (*C. & D.*, March 4, p. 220) prompts a suggestion that those responsible for the amenities of London pharmacy might do worse than plan a few visits to the historic and literary areas for the benefit of visitors to the coming conference. There must be many pharmacists who would welcome pilgrimage to the shrines or scenes of labour of our literary men, whose names and writings are the treasures of the Universe. As a brief hint may I mention the immediate area of Bunhill Fields, reminiscent of Milton, Defoe, Bunyan and Wesley?—*Antiquus* (7/3).

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

A. H. (6/4).—Moths in furniture.—As a fumigant for home treatment of moth-infested furniture, paradichlorbenzene is strongly recommended. Provided that it be properly employed, and that the temperature of the room in which it is used is kept at or above 70° F., paradichlorbenzene affords a convenient means of freeing an upholstered chair or settee from moth. Two or three pounds of paradichlorbenzene crystals for an armchair, or a larger quantity for a settee, should be crushed or broken up as finely as possible and scattered freely over all parts of the cover, particular attention being paid to cavities such as the spaces between the seat and the sides and back. On completion of this operation, the chair or settee must immediately be covered up tightly with a number of blankets, care being taken to see that these overlap well and reach the floor with an ample margin on all sides. If, during warm weather, furniture is allowed to stand several days thus treated and wrapped, practically all moths within it will be killed. The fumes of paradichlorbenzene, while harmless to man, if used in sufficient quantity inside a tightly closed container, will also prevent moth eggs from hatching and will destroy any larvæ that may be present.

T. B. (11/4).—Sunburn lotion.—The following formula should meet your requirements:—

Calamin. præp.	gr. x.
Zinci oxid.	gr. vij.
Acid. tannic.	gr. v.
Tinct. benz. simp.	ʒss.
Glycerin.	ʒss.
Aq. rosæ .. .. .. ad	℥j.

Dissolve the tannic acid in the simple tincture of benzoin and add the glycerin. Triturate the powders with the rose water and add the tannic acid solution.

D. H. (21/4).—Dog nuisance.—This is difficult to prevent, but the usual methods are by sprinkling freshly powdered ammonium carbonate or a mixture of powdered sodium bisulphite (4), tartaric acid (1), the evolved gas in either case being distasteful to the animal. It is necessary, however, to take extra precautions to keep the lower part of the shop-front clean by systematically washing with soft soap and warm water. This should be done as a routine, and after the paint has dried the powder mentioned above should be distributed.

W. J. (20/4).—Mop polishes.—The following are formulas for floor polishes known as mop polishes (see also *C. & D.*, March 18, p. 308):—

I		II	
Linseed oil	5 oz.	Linseed oil	20 oz.
Turkey red oil ..	5 oz.	Turkey red oil ..	20 oz.
Paraffin oil	1 oz.	Camphor oil	5 oz.
Oil of turpentine ..	1 oz.	Paraffin oil	22 oz.

Retrospect of Fifty Years Ago

Reprinted from "The Chemist and Druggist," April 14, 1883

The Budget

In the Budget introduced on April 5 the Chancellor of the Exchequer proposes to reduce the income tax from 6d. to 5½d. in the £, to set aside the estimated cost of introducing sixpenny telegrams, to encourage cheaper travelling by abolishing the railway-passenger duty on fares of 1d. per mile and less, to grant £1 game-shooting licences for short periods, to modify the duties on gold and silver plate with a view to their ultimate abolition, to make a small change in the tobacco duty, and to proceed vigorously with the reduction of the National Debt.

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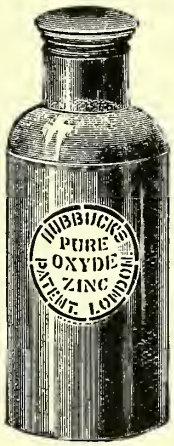

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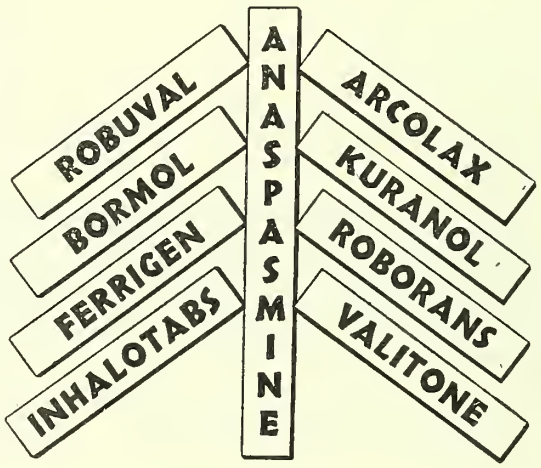

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The elegance of London's Bond-street steadily has percolated to the fashionable shops in provincial cities for a long time, but it is seldom found in wholesale establishments.

One Leeds firm, however, have realised the attractiveness of art allied to business.

Messrs. Goodall, Backhouse & Co. have reconstructed their wholesale cash department and Toilet Goods showrooms so that their clients conduct business in the luxurious atmosphere of a West End salon.

The counters and display cases are made of gleaming glass and handsome carved oak; there are armchairs and settees for the callers' ease; picturesque oak beams across the ceiling—and stained-glass windows! Surely a new departure for a showroom?

The windows symbolise the progress of chemistry. First there is a galleon set for the Indies for spices; then a native pounding herbs; next a witch presiding over her cauldron. An alchemist working among his retorts is followed by a modern expert with scientific apparatus, and lastly, a modern liner is shown, ploughing through the sea with her cargo of chemists' products.

Another feature of the showroom is a corner where women clients can take tea and—artful this—look round at enclosing show cases decked with tempting goods!

Even chemists' messenger boys are catered for. They have a waiting room where they can read specially provided magazines. "Thrillers" are not among them. Sometimes the calls made upon the chemist are urgent!

Yorkshire Evening News, April 13th, 1933.

We cordially invite you to come and see this beautiful new Department for yourself It is planned for the more effective display and development of our Toilet and Fancy Goods Department and is fully stocked with all the latest offerings in Toilet Sets, Powder Boxes, Travel Kits, Perfumes, Soaps, etc., etc., and includes a wide and up-to-date range of the products of Coty, Bourjois, Roger & Gallet, Morny, Dubarry, etc.

Why not make regular use of this new Department, and keep your stocks always up-to-date?

GOODALL, BACKHOUSE & CO. LEEDS

TELEPHONE Nos **20435-7 24952-3**

NOTE! FREE YEAST PACKED WITH EACH TIN

YOUR CUSTOMERS
can easily make
PURE BEER
AT HOME
(*The* "Daily Express" *says so*)

FOR 1D PER PINT ALE OR STOUT
FROM
VIGGORMALT
THE PURE
TRIPLE - STRENGTH EXTRACT OF
RICH MALT & HOPS *ONLY*
(NOTE THAT WORD "ONLY")
NO SUGAR OR OTHER ADULTERANT IS ADDED TO MAKE BULK AND CHEAPEN COST

YEAST SUPPLIED FREE WITH EACH TIN

NO MILLING MASHING BOILING OR FILTERING

Simply Add Cold Water

WHY IT PAYS YOU TO STOCK VIGGORMALT

1. BECAUSE it is the only preparation for the making of pure Beer upon which you can stake your reputation.

2. BECAUSE you can recommend it with the knowledge that it contains no substitutes for Malt and Hops, but only the real thing.

3. BECAUSE greater sales have decreased overheads per unit, enabling us to offer liberal extra discounts to the dealer!

CARRIAGE PAID ON ALL ORDERS

FULL PARTICULARS OF TRADE TERMS AND ATTRACTIVE DISPLAY MATERIAL SUPPLIED IMMEDIATELY ON REQUEST TO THE VIGGORMALT DISTRIBUTORS:

FASSETT & JOHNSON, LTD.
86 CLERKENWELL ROAD, LONDON, E.C.1
Sole Manufacturers:
VIGGORMALT Ltd., Davigdor Road, Hove, Sussex

DRIED YEAST

Produced from the celebrated "D.C.L." pure culture Yeasts, obtainable in the following grades:—

(1) For fermentation or baking purposes.
(2) For medicinal use, in ground or powdered form.

YEAST TABLETS

(1) Live—or fermenting.
(2) Silent—or non-fermenting.

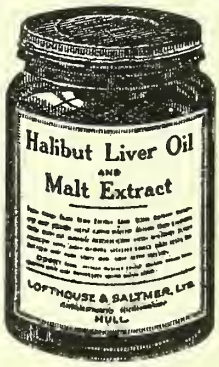
DRY MALT EXTRACT

A kindred product to the world-renowned "D.C.L." Malt Extract.

Samples and prices may be obtained from:—

THE
DISTILLERS COMPANY LTD.,
12 TORPHICHEN ST., EDINBURGH
or:—
THE UNITED YEAST COMPANY LTD.
LONDON, BRISTOL, BIRMINGHAM, MANCHESTER, LEEDS & NEWCASTLE

LOFTHOUSE & SALTMER, Ltd., HULL.



Halibut
Liver Oil
with
Malt Extract
1 lb. and 2 lb. Jars

CAPSULES OF
HALIBUT
LIVER OIL
In boxes 24s, 100s and Bulk.

HALIBUT LIVER OIL 1 oz. BOTTLES.
Enquiries Solicited.

LOFTHOUSE & SALTMER, Ltd., HULL.

Quote this letter about Lactogen to your customers

"I shall be very pleased to recommend Lactogen as a perfect Food for infants. Over 300 babies have been fed on Lactogen (quite a few from birth) in this Home, and in each case the Baby has been both healthy and contented."—Matron of a Nursing Home.

When a Matron of a Nursing Home goes on record saying "Lactogen is a perfect food for infants"; and when she backs that up by mentioning that more than 300 babies have been fed on Lactogen in that Home and all are doing well. Then you may be sure you are doing the right thing when you advise mothers to "Put Baby on Lactogen."
Lactogen is pure, fresh, full-cream milk from specially selected English herds, modified by the addition of extra cream and natural milk sugar. When reconstituted by the addition of boiled water, Lactogen is in all important respects exactly like breast milk.

Send to-day for full particulars and terms to the Lactogen Bureau (Dept. AZ 81) Nestlé and Anglo-Swiss Condensed Milk Co., 6 & 8, Eastcheap, London, E.C.3.

"LACTOGEN" REGD. TRADE MARK

BETTER MILK FOR BABIES

Lactogen — prepared by Nestlé's — is a modified dried milk for use in infant feeding.

2/9 PER TIN P.A.T.A

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PURE ORANGE WINE
A. MILLAR & CO., LTD., DUBLIN

(VINUM AURANTII B.P. 1914.) Prepared in strict accordance with the Formula of the British Pharmacopœia. (Wholesale only.)
Samples from Head Office, Thomas Street, DUBLIN, or London Office, 74 Great Tower Street, LONDON, E.C.3.

THE PRESCRIBER
A Monthly Review of Medical Science
Most useful to the progressive Pharmacist
APRIL 1933—ANÆSTHETICS (General and Local)
The latest Developments. 2s. post free
Through any Medical Bookseller, or direct from:—
"THE PRESCRIBER" Offices, 13 Clencairn Crescent, **Edinburgh, 12**

SUDEX FOR SENNA

Handpicked and carefully graded pods. Quantities and packing to suit individual requirements.

QUOTATIONS AND SAMPLES FROM
The Sudex Co., Ltd., 21 Mincing Lane, E.C.3

ESTABLISHED 793.

The Best and Safest Infants' Medicine of over 130 years' standing.

ATKINSON & BARKER'S INFANTS' PRESERVATIVE

Does not contain any Scheduled Poison.

ROBERT BARKER & SON, LTD., 13 WESLEY STREET, C. on M., MANCHESTER

Best sellers

The public is asking for *ZEAL* CLINICAL THERMOMETERS because they are:-

GUARANTEED TO *STAY* ACCURATE

CONSISTENTLY ADVERTISED

Made by

ZEAL

—the name the public knows.

G. H. ZEAL, LTD.,
75 & 77, St. John St., London, E.C.1.

"SURCO"

RELIABLE

ELASTIC HOSIERY

SEAMED & SEAMLESS

For special garments to measure we maintain a 24 hour service.

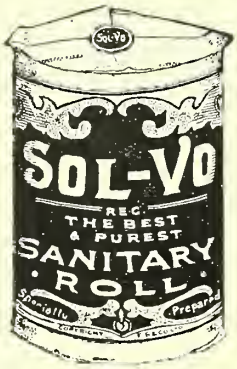
:: BODY BELTS ::
TRUSSES :: SUNDRIES

Write for Catalogue.

SURGICAL HOSIERY CO., LTD.
Russell Street :: NOTTINGHAM
Telephone No.: 75903. Telegrams: SURGICAL, NOTTM.

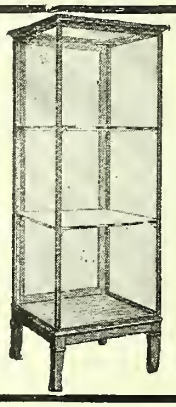
SOL-VO

SELLS ITSELF



SOL-VO gives a good margin of profit to the Chemist and is economical for the customer because it contains nearly three times as much paper as the "so-called" cheap varieties. It pays to stock and display SOL-VO. Why not give it a trial?

FORD, SHAPLAND & CO. Ltd.
GT. TURNSTILE, HIGH HOLBORN,
LONDON, W.C.1
Telephone: Holborn 4695.



SPECIAL OFFER OF
UPRIGHT SHOWCASES

No. C.D.F. 4422

Very useful upright Showcase 5′9″ high × 20″ wide × 20″ deep, Glazed ¼″ Drawn Plate Glass. Interior fitted 2 adjustable glass shelves. Oak or Mahogany frames.

£9 . 5 . 0 each

Send for our New Catalogue No. C.D. 1400 of Showcases.

DUDLEY & COMPANY Ltd.
451 Holloway Rd., London, N.7
City Showrooms: 65/66 Fore Street, E.C.

SOUTHALLS

The "ORIGINAL" and Most Popular

The "K." All wool in knitted cover, very soft

The "CELTEX." Made of Cellulose for easy disposal.

From your Wholesale House, please.

SANITARY TOWELS

STAINLESS STEEL HOSPITAL BOWLS

KIDNEY DISHES

These products are of heavy gauge steel with substantial beaded edge to withstand heavy wear, mirror polished inside and out. These sparkling utensils will shine like silver permanently.

BRITISH STAINLESS PRODUCTS LIMITED, SHEFFIELD

SPECIAL DISPLAY OFFER.

"CLEAR CORN"

(P.F.102 INDIAN CORN CURE)

CORN & SEG REMOVER

RETAIL PRICE 7½d.

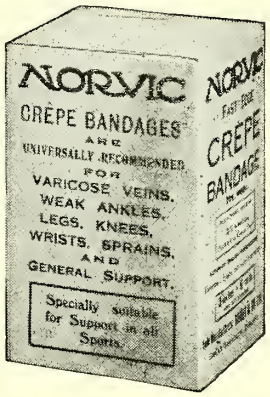
Hermetically sealed. NO TROUBLE WITH LEAKERS.

TERMS : Per 12 doz. 4/6 doz. with 18 bonus
6 doz. do. " 9 "
3 doz. do. " 3 "
Minimum Order of 3 doz. Carriage. Free Package.

DISPLAY MATERIAL. Showcard 19"×8", Twin Tier Outer, Handbills.

Order direct or through your wholesaler.

KOF-OH Co. Ltd. *Manufacturing Chemists* **EVERTON, L'POOL**



INCREASE YOUR SALES

A small window or counter display will bring profitable results. A P.A.T.A. line with full 33⅓% profit.
From the leading wholesalers
Sole manufacturers:
Grout & Co., Ltd.
35 Wood St., London, E.C.2

WITH NORVIC *Regd.* **CRÊPE BANDAGES**

Your Wholesaler Can Supply

MISS MUFFET TOILET ROLLS

675-700 Sheets of 100% Pure White Paper. Free from advertisement (printing ink is dangerous). Neatly reeled—well perforated—packed in dust-proof cartons.

IN CARTONS

THE MISS MUFFET TOILET PAPER CO., West Bridgford, Nott'm.

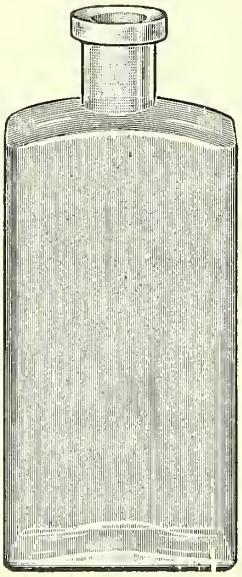
BEATSON, CLARK

& COMPANY, LIMITED

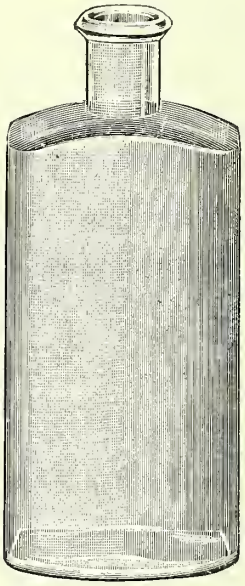
Chemical and Medical Glass Manufacturers,

ROTHERHAM, YORKS

The Chemists who are doing the business are the Chemists who turn the work out well.



Round Cornered Flat



Oval Fronted Flat

There is no better help than a smoothly finished, bright, attractive bottle.

REASONABLE IN PRICE
SATISFACTORY in FINISH

Telegrams : BEATSON, ROTHERHAM.

'Phone : No. 88, ROTHERHAM.

ESTABLISHED 1751

BUY BRITISH

TRADE PYRAMID MARK

CORKS

are better than ever.

6 and 8 oz.

N.H.I. 5d. per gr.
Ordinary 8¾d. ,,
Fine 1/1½ ,,
Finest 1/8 ,,

10 gross carriage paid.
20 gross - - less 5%.

Less 5% cash with order.

Write for full Price List and Size Gauge

N. W. Mitchell & Snow, Ltd.
"The Cork Firm."
Limehouse, London, E. 14.

PYRAMID TRADE MARK

INSOLUBLE
NON-GELATINOUS

CELLOCAPS

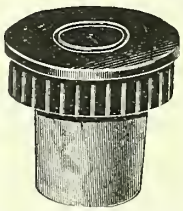
HYGIENIC
ODOURLESS

SELF-SEALING BOTTLE CAPS MADE FROM VISCOSE. EASILY APPLIED — ATTRACTIVE APPEARANCE — OPAQUE OR CLEAR—WHITE OR COLOURED—PREVENT CONTAMINATION, LEAKAGE, TAMPERING, &c.

BRITISH MADE BY
MODERN CHEMICAL PRODUCTS, LTD.
ORCHARD WORKS, YIEWSLEY, MIDDLESEX
Phone: West Drayton 345

STOPPERS

AND BAKELITE SCREW CAPS



200 Varieties Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.

T. WEBSTER & Co., Ltd. *Telephone: Mountview 0952*
Diamine House, Middle Lane, Hornsey, LONDON, N.8

SHERLEY'S MEDICINES
ARE
The Best to Make Me Well
AND
The Best for You To Sell

SHERLEY'S Dog and Cat Medicines are renowned for their Purity, Safety, and Efficacy, and each product can be thoroughly relied upon for the purpose for which it is intended.

This Reputation, in conjunction with the forceful and extensive Advertising Campaign which is always in operation, makes Sherley's the best-selling Dog and Cat Specialities. You can stock and display them with confidence, for every sale will bring satisfaction and mean further and increased business for you.

Trade Profits are generous and all Sherley lines are supplied on terms which eliminate all risk of loss. Send a Postcard to-day for Full Particulars, Special Quantity and Window Display Terms, Show Material, etc.

SHERLEY'S DOG & CAT FOODS & MEDICINES

HARVEY'S

Watts' Embrocation, or Curb Bottle.
Aconite Powders.
Worm & Condition Powders.
Watts' Red Lotion.
Hair-Restoring Ointment.
Edos, or Tasteless Purging Powder.

HARVEY'S
Great Remedies for the Horse

Protected Prices (P.A.T.A.)

HARVEY'S

Koppos Powder.
Parasiticide.
Thrush Specific.
Hoof Ointment.
Skin Specific for Dogs.

Of all the leading Druggists' Sundries Houses
HARVEY & COMPANY, Ltd., Dublin

Why CATALINE Pays to Stock

BECAUSE it enjoys the largest sale of any Cattle Medicine Preparation and is on the **P.A.T.A.**

BECAUSE it is consistently advertised and all advertisements refer to the Chemist as the source of supply.

BECAUSE it is well packed, does what it is advertised to do, and shows the trade a satisfactory profit.

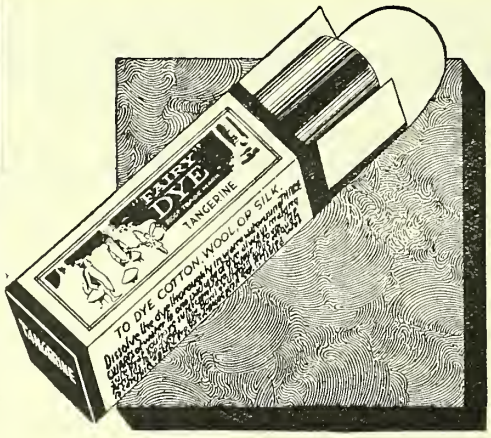
BECAUSE we do not employ travellers to call on Farmers or solicit orders at cattle fairs or markets.

One size, retailed at face value, viz.: 3/9 per bott.

Cash with order terms.

1 doz. 36/-, 3 doz. at 35/6, 6 doz. at 35/-, 12 doz. at 34/6 per doz.
CARR. PAID. CASES FREE.

Stocked by most Wholesale Houses.
THE CATALINE CO., LTD., Bristol



It pays to Concentrate on Advertised goods

FAIRY DYES

are well advertised in the National Press and Ladies' Journals. They meet with a large and steadily increasing demand.

Sold at the popular price of 2d. per tube retail—attractively packed. 31 shades and colours.

See that your stocks are up-to-date.

LONDON DEPOT:
292 UPPER STREET, ISLINGTON, N.1

FAIRY DYES, LTD., GLASGOW, N.W.

Fairy Dyes

Continuous and Steadily Advertised Goods
FOR DESTROYING RATS AND MICE

DANYSZ VIRUS

Retail Price (Protected)		Net Wholesale Price
Virus for Rats and Mice, single tube, 2/– 3 tubes, 5/–	..	15/– per doz.
Virus for Mice only .. single tube, 1/6 3 tubes, 3/–	..	9/– ,,

Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danysz Virus in Liquid Form

Retail Price	Wholesale Price
Quart Bottles 6/– each	4/6 each
Pint ,, 4/6 ,,	3/9 ,,

HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25% Monthly Account, or 33⅓% cash with order.

	Retail	Monthly A/c	Cash with Order
½ gall. tins	10/–	7/6	6/8
1 ,, ,,	18/–	13/6	12/–
5 ,, ,,	80/–	60/–	53/4

DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches, Crickets, &c.

Retail Prices (Protected)	Wholesale Prices per doz
In tins 3d.	In boxes of 2 doz. 2/1
,, 6d.	,, 1 ,, 3/8
,, 1/–	,, 1 ,, 7/3
,, 2/6	,, 1 ,, 10/–

Danzo Beetle Powder will not deteriorate by keeping.
CARRIAGE PAID ON ALL ORDERS.

To be obtained from
HALLER LABORATORIES, LTD.
325 Borough High Street, LONDON, S.E.1
Telegrams: "Virudana, Sedist, London." Telephone: Hop 2716

MANY SUCCESSES IN THE EXAMINATIONS
Your Opportunity to

QUALIFY IN OPTICS

PRACTICAL WORK. Personal tuition in the practical work is a distinctive feature. Students can avail themselves of the practical classes held during examination times when they are in London.

Expert Tuition for the SIGHT-TESTING DIPLOMAS of the Worshipful Company of Spectacle Makers (F.S.M.C.); the British Optical Association (F.B.O.A.); the National Association of Opticians (F.N.A.O.); or the College of Optics (F.C.O.).

Write for full particulars—
C. A. SCURR, M.P.S., F.S.M.C., F.B.O.A., F.N.A.O., B.Sc., F.I.O., F.C.O.
50 HIGH STREET, BARNET, LONDON, N.

LIVERPOOL SCHOOL OF PHARMACY

Principal:
H. HUMPHREYS JONES, F.I.C., F.C.S., Ph.C.

Revision work for the June Examination has just commenced.

Next Session:
Prel. Sc. 6 months
Qualifying 9 months
will commence Oct. 5.

Book early.

Full particulars from
2 BLACKBURNE PLACE, LIVERPOOL.

AYRTON-GRAHAM LTD.

Designers and actual manufacturers of

FITTINGS

For the MODERN PHARMACY.

Shop Fronts, Show Cases, Exhibition Cases, Counter Cases, Counters, Wall Cases, Glass Signs, etc., etc.

PHARMACIES MODERNISED.

ALL GOODS OF BEST QUALITY AND FINISH AT LOWEST RATES.

Competent Fitters sent to all parts.

24 BENSON ST., LIVERPOOL

WE SUPPLY

DECORATED TINS

FOR PACKING

OINTMENTS

AND OTHER PRODUCTS.

SAMPLES AND PRICES UPON REQUEST.

THE CALDICOT TIN STAMPING WORKS LTD.

CALDICOT, Nr. CHEPSTOW, Mon.

Whose Money?

WHEN mistakes, forgetfulness and temptation take toll of the takings . . . . whose money is short?

Wholesalers, assistants, rent, rates, taxes and other overheads must be paid. Whenever cash leakages occur IT IS THE PROPRIETOR WHO LOSES.

That is why thousands of retailers throughout Britain declare that their adoption of a

National

CASH REGISTER

is the best investment they ever made.

"NATIONALS" embody every Cash Register feature of proved value. They not only reveal and stop profit leakages . . . they enable alert retailers to INCREASE profits, and to do it with much less work and worry.

Full details about a "National" that will meet your needs exactly await your request. Write and tell us your problems to-day. Every machine is offered on easy terms and enquiry involves no obligation.

Address enquiry to:—

NATIONAL CASH REGISTER Co. Ltd.

225 Tottenham Ct. Rd., W.1

'Phone: MUSEUM 9811

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The Council of the Trade and Technical Press,
E. O. NORTON,
Secretary.

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EST. 1654

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BROMIDES POTASS. SODA. AMMON.

IODIDES POTASS. SODA. AMMON. IODOFORM. IODINE Resub.

EMETINE HYDROCHLOR. POWDER TABLETS & AMPOULES

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OTHER SPECIALITIES:

ATROPINE. CAFFEINE. NICOTINE
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DRUG GRINDING

Samples and Lowest Quotations on Application

CARNWATH ROAD, FULHAM, LONDON, S.W.6

Telephone: FULHAM 0037. Telegrams: "Whiffen, London." Codes: A B C and Bentleys.

Ensure Steady and Regular Business

Cut price articles do not as a rule build up Goodwill. The Toilet articles illustrated on this page retail at a moderate price, show you a good profit, and give your customers satisfaction. Only in this way can a sound business be built up in the Toilet trade.

Samples will be sent on application.

LANOLINE CREAM

A liquid preparation which contains *Adeps Lanae* in perfect suspension.
Embodies all the well-known properties of Lanoline in the form of an attractive and ideal adjunct to the Toilet. Can be packed under your own brand with a choice of labels.

10½d. size 6/- dozen
1/6 ,, 10/- ,,

ROYAL TOILET SERIES

Bay Rum	Honey and Almonds
Bay Rum and Cantharides	Honey and Flowers
Brilliantine (also odourless)	Liquid Face Powder
Complexion Milk	Shampoo Foam
Dandruff Cure	Setting Lotion
Hair Fixing Cream	Toilet Paraffin
Hair Tonic	Violet Oil

PRICES :

2 oz. **6/-** per dozen 4 oz. **7/6** per dozen
8 oz. **12/-** per dozen (6 dozen assorted, **7/-**)

The preparations used in the manufacture of Royal Toilet series are based on sound formulae and quality has not been sacrificed on account of price.

LE JEUNE HAIR TINT

Time and trouble spent in pushing LE JEUNE are always well repaid, by the resulting repeat sales of this perfectly safe and effective hair dye.
A very attractive Showcard is supplied showing a lock of hair before and after use.

In six natural shades :
10/6 dozen Retail **1/6**
18/- ,, ,, **2/6**
30/- ,, ,, **4/-**

SHAMPOO POWDERS

Ordinary **1/6** per dozen. **17/6** per gross
Henna **1/9** ,, ,, **20/-** ,, ,,

ARTHUR H. COX & CO., LTD.

Manufacturing Chemists, BRIGHTON

Printed for the Proprietors by EYRE AND SPOTTISWOODE LIMITED, His Majesty's Printers, East Harding Street, E.C.4, and Published by the Proprietors, MORGAN BROTHERS (Publishers), Limited, at 28 Essex Street, Strand, London, W.C.2.—*April* 29, 1933.

The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

APRIL 29, 1933

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for DISPOSAL, PREMISES TO LET and FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES—**6/-** for **50** words; every additional **10** words or less, **6d.** (Box No., **1/-** extra.)

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THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2

Telephone: Central 6565 (8 *lines*). *Telegrams: "Chemicus, Estrand, London."*

CLOSING FOR PRESS.

All advertisements intended for insertion in this Supplement must reach us not later than FIRST POST THURSDAY MORNING

ORRIDGE & CO.

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846 *Telephone No.: CITY 2283*

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—FINCHLEY (near).—Good Middle-class Business with Kodak Agency; increasing turnover, at present about £2,500 per annum, with gross profit 40 per cent.; double-fronted shop, mahogany fittings and good modern stock; held on lease with option of renewal; flat can be had if required; price £1,850 or near offer, or valuation terms entertained.

2.—CHARLTON (near).—Light Cash Retail Business, with large Toilet trade; Kodak Agency; returns exceed £1,200 per annum, with scope for increase; net profit £300; large shop, with ample room for adding side lines; stock and fixtures worth £750; 6-roomed house, with bathroom, &c.; rent £110; held on lease; price £900, or valuation terms entertained.

3.—HERTS SUBURB.—Good-class Retail and Dispensing Business; bold position in main road; returns under management about £120 per month at good prices; rent £100; long lease; stock worth about £600; price £1,100, or £100 goodwill and stock and fixtures at valuation.

4.—ILFORD.—Good Middle-class Retail Business; returns last year under management exceeded £1,600; scope for increase; main road position in rapidly-improving locality; attractive shop, well fitted and stocked; vendor will reduce stock to meet purchaser; new lease at £100 per annum, with option to purchase property; valuation terms entertained.

5.—NORTH LONDON.—General Retail Business in main road; returns last year under management approximately £1,300; this year will be up; gross profit one-third; stock and fixtures worth approximately £600; rent £2 weekly, inclusive of rates; 11 years' lease; price £800.

6.—CROYDON (near).—Cash Retail and Dispensing Business, with Kodak Agency; established about 50 years; net profit last year £538; modern shop, with large house; stock and fixtures worth between £1,100 and £1,200; rent £100; 16 years' lease; price £1,450.

7.—PALMERS GREEN (near).—Good Middle-class Business in busy main road; Optical connection; returns exceed £2,500, at very good prices; chartered accountant's figures; reasonable rent; held on lease; valuation terms entertained.

8.—KENT (near Coast).—Old-established unopposed Business; no heavy trade; net profit about £600 per annum; old-fashioned but comfortable house; side entrance; premises held on lease or could be purchased; price about £1,500; this business is suitable to a man seeking semi-retirement.

9.—MIDLAND CITY.—Old-established Branch Business, returning about £1,700 per annum; very good profits; chartered accountant's figures; rent £90 per annum; held on lease; price £1,200, or valuation terms entertained.

10.—EASTERN COUNTIES.—General Retail Business, with Kodak Agency; returns under management exceed £1,600 per annum, increasing; rent £100; lease 15½ years; stock and fixtures worth about £800; price £1,150.

11.—ESSEX COAST.—General Retail Business, with Kodak Agency; returns under management £18 per week; could do much more under personal management; corner shop, well fitted and stocked; rent £72 per annum; valuation terms and part payment entertained.

12.—WEST COUNTRY.—Cash Retail and Dispensing Business, with Kodak Agency; returns about £43 weekly; double-fronted shop, well fitted and stocked, living accommodation over; price about £1,400, or one year's net profit for goodwill, plus stock and fixtures at valuation; property can be purchased on mortgage.

13.—GUILDFORD (near).—Good-class Retail Business, returning upwards of £50 per week; handsomely fitted shop, fully stocked; flat over; reasonable rental; long lease; further details on application.

14.—CHICHESTER (near).—Good-class Retail and Dispensing Business, with increasing turnover, last year being £2,450; attractive double-fronted shop, well fitted and stocked; good living accommodation; held on lease with option to purchase property; moderate rent; terms, value of stock and fixtures and an agreed figure for goodwill.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

BERDOE & FISH

41 ARGYLE SQ. KING'S CROSS, W.C.1

ONE MINUTE FROM KING'S CROSS AND ST. PANCRAS STATIONS.

Chemists' Valuers and Trade Agents

PHONE TERMINUS 3574

ESTABLISHED 1870

1.—SURREY.—High-class Business in best position of riverside town; returns over £2,200, steadily increasing; handsome modern pharmacy, with excellent flat over; long lease; price valuation, plus reasonable goodwill; personally recommended.

2.—EASTERN COUNTY.—Sound Light Cash Retail, in populous part of large town; returns last year £1,553; low expenses, easily worked; lock-up shop, neatly fitted and well stocked; price £800.

3.—COVENTRY.—Working-class Cash Retail; returns over £1,000, increasing; modern attractive shop with house attached; stock and fixtures worth £300; price £450 or near offer.

4.—MIDLANDS (Death vacancy).—Busy Middle-class Cash Business in same hands many years; returns last year £1,329; good profits; books audited; low rent; spacious shop with living accommodation; price £1,100 or near offer.

5.—SUSSEX COAST.—Good-class Dispensing and Photographic Business; pleasantly situated on sea front; returns average £1,200; no immediate opposition; nice house and garden; own freehold for sale with Business; further details on application.

6.—ESSEX (Popular Seaside Resort).—Good Middle-class Cash Business; returns under management nearly £4,000; easily worked, plenty of scope; handsome shop, in very best position; fully stocked; books audited; price £1,500 cash.

7.—NOTTS.—Old-established Business, mixed class trade; returns about £1,700, increasing; has been neglected; corner position; no house; stock and fixtures worth price asked, £900.

8.—EAST COAST.—Sound Cash Business, in good position; returns about £800, scope for increase; good house and double-fronted shop; own property; lease granted; price £255 cash lowest.

9.—LONDON, S.W.—Good-class Family Retail, with sub-Post Office attached, in centre of densely populated residential area; easily worked; returns average £2,000; net profit £430; flat over; excellent stock; price £1,300 or near offer.

10.—WEST MIDDLESEX.—Good-class Business; present returns about £1,600; neglected through illness and death of owner; plenty of scope; handsome Pharmacy, with good house; stock and fixtures worth £1,000; price £1,150 or offer.

BUSINESSES WANTED.

We have a large number of genuine cash buyers seeking sound concerns from £700 up to £4,000, and invite correspondence from intending vendors, as we are able to effect quick sales with the utmost privacy. We also require three or four good class businesses returning from £4,000 to £10,000 a year, private clients waiting with cash available, and prepared to take over immediately.

SALE, PROBATE AND STOCKTAKING VALUATIONS PERSONALLY CONDUCTED BY PRINCIPALS. SPECIAL LOW RATES FOR STOCKTAKING AND PROBATE.

Ernest J. George

Bank Chambers, 329 High Holborn, London, W.C.1
Telephone Nos.: Holborn 1167 & 1278

Tudor House, Walsall
Telephone: Walsall 3774
Telegrams: "Earnest, Walsall"

Prospective purchasers of businesses (all descriptions) are invited to communicate with the full assurance that all confidences will be strictly observed. Service and Assistance rendered without obligation or expense.

The following businesses have in the main been visited, and are recommended to appropriate would-be purchasers.

(C1) NORTHERN COUNTY.—Owing to retirement an old-established retail business, situated in one of the leading business thoroughfares of a prominent County borough, is available for disposal; returns average approximately £10,000 per annum; the freehold property can also be purchased; capital requirements will reach five figures inclusive of the property, and interested pharmacists who would be in a position to negotiate are invited to write in strictest confidence for initial details, which will be forthcoming subject to satisfactory references, etc.; as an alternative to purchasing the property, the owners might be prepared to consider granting a lease on terms to be agreed upon.

(C2) LONDON (EAST). Attractive modern pharmacy situated in busy main thoroughfare; turnover upwards of £2,000 per annum; gross profit approximately 40 per cent.; reasonable rental for position; lease, 16 years unexpired; for a quick sale an all-in purchase price of £900 will be accepted; owner semi-retiring.

(C3) LIVERPOOL.—Established retail business in good-class residential suburb for disposal owing to retirement; in present hands over 20 years; average returns for last three years upwards of £1,800 per annum, with net profit approximately £400; good living accommodation; property can be purchased or taken on lease at approximately £80 per annum, with option to purchase. Price required £950, including stock and fixtures estimated at £750.

(C4) SOUTHPORT (Near).—Pharmacy with busy sub-post office showing returns of approximately £2,000 per annum; living accommodation; good dispensing, including N.H.I.; it is estimated that the net profit to an owner-proprietor would approximate £500 per annum; a quick sale is desired, in consequence of which the owner is prepared to accept approximately £400 for fixtures and goodwill plus stock at valuation or by agreement; property could be purchased or rented on lease.

(C5) CHESHIRE (Death vacancy).—Good retail and dispensing business showing average returns for the past three years of approximately £1,600 per annum; reasonable rental and purchase price; further particulars upon application.

(C6) STREATHAM (NEAR).—Pharmacy with good living accommodation situated in populous middle-class residential area; turnover for last financial year approximately £1,400 with genuine scope for further increase; freehold can be purchased at a reasonable figure, or alternatively a lease would probably be granted at an inclusive rental of approximately £90 per annum; this proposition represents an excellent investment for a Chemist capable of developing a personal connection, the nucleus of which already exists; purchase price, all-in, £700 or near offer; to a genuine potential purchaser the owner is prepared to allow a trial in advance.

(C7) SOUTHERN SEASIDE RESORT.—Old established pharmacy with living accommodation, for disposal, owing to retirement; in present hands 36 years; returns for 1932 financial year approximately £1,200, with net profit £346; good scope for increase; rent £50; purchase price by negotiation.

(C8) BIRMINGHAM (Near).—Old-established Pharmacy with living accommodation for immediate disposal; present returns upwards of £20 weekly with large N.H.I. Panel (approximately 1,200 scripts per month); rent £50; reasonable purchase price; owner taking up research work.

(C9) CARDIFF (Residential Suburb).—Pharmacy with optical department, capable of substantial development; modern living accommodation, with good garden; returns for 1931 exceeded £2,000, since when the business has not had the proprietor's personal attention; rent £120 per annum; new lease by arrangement; purchase price to comprise approximate value of stock and fixtures only (about £1,000), which includes the value of the lease and the goodwill of the business; part could remain if necessary; the reasons for disposal are quite genuine.

(C10) CROYDON (Near).—Good cash business situated in busy semi-main street; average returns for past three years approximately £1,800 per annum; good N.H.I.; rent £90, including living accommodation, at present sub-let for £52 per annum; purchase price for quick sale, £750 or near offer; certified figures available to support returns, etc.

(C11) LONDON (OUTER N.W. SUBURB).—Recently established modern pharmacy (lock-up), showing returns for last financial year upwards of £850; reasonable rental; congenial and good class district; purchase price all-in, £425, including stock estimated at £250.

(C12) LIVERPOOL.—Established retail cash business situated on busy main road; average returns for past three years upwards of £1,600 per annum, with undoubted scope for further increase; present net profit to owner-proprietor upwards of £450 per annum; good living accommodation, self-contained; rent £95; rates approximately £27; purchase price £1,250 or near offer, which includes stock of approximately £500, and unique internal fixtures.

(C13) SUFFOLK COAST.—Unopposed business with living accommodation for disposal, together with freehold property at a very low figure, as a quick sale is desired owing to domestic circumstances; returns approximately £1,200 per annum, with genuine scope for increase; net profits for last financial year approximately £350; pharmacists with capital upwards of £900 would be in a position to negotiate after allowing for the usual mortgage that could be raised on the property; further particulars upon application.

COMPREHENSIVE VALUATION SERVICE FOR ALL REQUIREMENTS.

S. F. CLARK, F.N.A.A. 'Phone: Prospect 3366
CHEMISTS' VALUER & TRANSFER AGENT
34 Marksbury Avenue, Richmond, Surrey
Personally conducts **VALUATIONS** for purchase, sale, and probate purposes, **STOCK-TAKING** for Income Tax returns, in all parts of the British Isles, at moderate terms. Accounts prepared and Balance sheets certified by qualified Accountant.
All communications treated confidentially

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RECOMMENDED BY ALL THE LEADING WHOLESALE HOUSES
LOW RATES ENQUIRIES STRICTLY CONFIDENTIAL

BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BOURNEMOUTH.—Situated in an ideal residential district which is rapidly developing; opened 2 years; turnover £25 per week, steadily increasing; good prices; Kodak, Rexall and Ucal Agency; good opening for Optics (not done at present); price £500, plus stock at valuation (approx. £450). 414/19, Office of this Paper.

CITY Pharmacy, lock-up corner shop, stock room; extremely busy principal thoroughfare and near tube station; lease at reasonable rental; hours, 9 a.m. to 6.30 p.m.; half-day Saturday; no Sundays; now under manager, but offers excellent possibilities for owner-manager to double; price £300, s.a.v., about £500. P.C.B. 73/5, Office of this Paper.

DONCASTER (9½ miles from).—Two Retail Family Dispensing Businesses, situate in rapidly developing mining area; one only recently established; good Photographic connection and excellent opening for Optics; returns last year, prior to opening branch business, which was acquired this year, £2,600; good stock carried; premises, which are excellently situated, held at very moderate rental; great scope for energetic man; reasonable price for quick sale. Fullest particulars, apply Parkin S. Booth, 2 Bixteth Street, Liverpool, or of W. G. Dickinson, Lancaster House, Doncaster.

ELEPHANT AND CASTLE (near).—Neglected Cash Retail Business; returns for the past nine months, including Panel, average £20 per week; lock-up pharmacy; held on lease at inclusive rental of £2 per week; no reasonable offer refused; will accept £50 down and balance by instalments. Apply 220/860, Office of this Paper.

LANCASHIRE Seaside Town Pharmacy for Sale; up to 2 years ago averaging between £35 to £40 a week, now averaging £20 to £25 weekly under management; main road; double-fronted; Kodak and Optics; for quick sale, fixtures and goodwill, £450, stock at valuation; an exceptional bargain for energetic man. 413/5, Office of this Paper.

LONDON.—Working-class Business; lock-up shop; clean stock and good stock room; takings under management approx £1,200; large N.H.I. Panel; rent 27s. 6d. per week; lease 13 years unexpired; every facility given for investigation; accountant's figures; scope for immediate increase under energetic management; £600 or near offer. 414/21, Office of this Paper.

LONDON (near).—Sound unopposed Country Business, pleasantly situated and easily worked, producing clear net income of £400 yearly; very convenient house, good lease, low rent; books properly kept and audited; price £1,250 cash; further details on receipt of banker's reference. "Unique," 220/863, Office of this Paper.

LONDON, S.W.—Old-established Business for sale, modern Pharmacy, nicely fitted and well stocked; Kodak agency; would suit young, energetic, Qualified gentleman; held on long lease at very reasonable rent; capital required, £1,700 to £1,800. For all particulars apply 413/28, Office of this Paper.

LONDON (South-West), opposite bus stop, main road; established 27 years; well-fitted shop, good house; takings £25 per week under management, plus N.H.I. 412/17, Office of this Paper.

MANCHESTER suburb, 1,000 houses, growing district; nearest opposition 1 mile; opened 1931; doing £20 a week and increasing, scope for double under energetic man; well stocked; good house; sole reason for disposal complete breakdown in health and retiring; £750 or nearest; property optional; will rent. "Pharmacist," c/o Woolleys, Wholesale Chemists, Manchester.

THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED
(Business Agency, Transfer & Valuation Department)
KIMBERLEY HOUSE, *and at* EXCHANGE CHAMBERS,
Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL
PARKIN S. BOOTH, Valuer. *Tels.: CITY* 1261-2-3-4
VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.
Enquiries Invited.

NORTH LONDON.—Exceptional opportunity for Qualified keen man to acquire old-established business; thickly populated district; Photographic, D. & P., Circulating Library; wide scope N.H.I., Optics; has done £30 weekly; 25 years same proprietorship, now under management; death reason selling; sublets 26s. weekly; ingoing, £1,750, includes freehold 10-roomed house (partly redecorated); stock, fixtures, fittings, utensils; 30-ft. garage, long garden; auditor's certified accounts; substantial mortgage arranged; genuine enquirers, please. Compston, Accountant, 18 Heathville Road, N.19. Archway 3182.

NORTH London growing Suburb.—Very smart double-fronted shop, room for Optics, flat over; long lease at reasonable rent; present takings £1,600 under management; price £900 or offer, s.a.v. Preston & Partners, 29 Ludgate Hill, E.C.

NORTH WALES.—Chemist Business, no opposition; sole agency for all leading lines; N.H.I. Dispensing; double-fronted corner shop, fully stocked; low rental, including rates; good Veterinary Dispensing; plenty of scope for increase. 411/38, Office of this Paper.

SALFORD.—Drug Stores; no near opposition; densely populated; good living accommodation; splendid opportunity for Qualified Chemist; large scope for N.H.I.; rent, inclusive, 20s. week; stock approx. £125, fixtures £30. 415/37, Office of this Paper.

SUSSEX, Seaside, Retail and Dispensing, approved Photo dealer, N.H.I.; no near opposition; thickly populated; turnover last 3 years total £3,285; audit accounts; good house, side entrance; illness cause of sale; price all at £600, property £900, mortgage if required. Full particulars 413/30, Office of this Paper.

YORKS.—Seaside Resort, season just commencing; rare opportunity to acquire old-established Family Dispensing and Photographic Business, together with valuable freehold property attached; 6-roomed house, bath, w.c.; double-fronted shop; central; Kodak Agency; well fitted and stocked; price all in, approx. £2,300. 414/20, Office of this Paper.

YORKS, W.R.—Chemist's Business for sale; returns approx. £600; average nett profits last 4 years £267; smart, well-fitted double-fronted shop; Kodak and N.H.I., personal weighing machine; price all in £250 cash for quick sale, less than value of stock and fittings; good living accommodation. 414/3, Office of this Paper.

CHEMIST and Druggist, Dispensing and Photographic; main road, South-East London; lock-up corner shop, large stock room, office, basement, w.c., electric light and gas; rent and rates £76 per annum; neglected business with great scope for younger qualified chemist; price £100, s.a.v., about £200. P.C.B. 73/50, Office of this Paper.

FIRST-CLASS Pharmacy, Midlands, corner shop, commercial centre; established 65 years; excellent fittings, big dispensary, stock rooms and cellars; redecorated; accommodation for single man. Great opportunity to increase turnover enormously, at present £1,800; excellent reasons for disposal; sacrifice for stock and fittings at valuation, goodwill £100; total about £900. 413/29, Office of this Paper.

PHARMACY, with sound connection, good turnover; lock-up shop, well stocked and fitted; suit enterprising Welshman; owners have other interests; worth your while to entertain; only those that can furnish bankers' references need apply, as this is a sound proposition. 220/865, Office of this Paper.

RECENTLY-ESTABLISHED Genuine West-End Pharmacy, well fitted and stocked; takings average £17-£20 weekly, consisting of good Prescribing and Cash Trade, Kodak Agency, D. & P. business; held on long lease at a moderate rental; only requires viewing; price asked for quick sale £900 or near offer. Write for further particulars. "Aspro," P.C.B. 73/6, Office of this Paper.

SOUND Business in working-class district; good N.H.I.; must sell quickly, vendor having purchased larger business; price £580 all; unique opening for Optics. Full particulars from T. Haslam, M.P.S., Chemist, 57 Glynne Street, Farnworth, near Bolton.

SPLENDID opportunity for young Pharmacist Chemist; sub-post office and library; 28-year lease; at present under management; taking £1,200 p.a.; part payment accepted, balance monthly; buyers only, please; price £695. 412/40, Office of this Paper.

UNIQUE.—Entire monopoly of growing North London town; nearest opposition 2½ miles; Chemist-Optician and small branch drug store; run by qualified man and unqualified assistant; Returns over £2,000, increasing; total rental £112; living accommodation; nett profit over £500; price £1,200, including complete stock and excellent fittings. 413/4, Office of this Paper.

£250 FIXTURES, plus stock at valuation, will purchase a Pharmacy in main street in centre of Lancashire seaside town; established 18 months; average weekly takings first year £23, and increasing; Kodak Agency. 413/50, Office of this Paper.

£250.—WORKING-CLASS district of Liverpool, Chemist Business at present under manager; large profits; good N.H.I. and Photographics; rent £52 clear; grand opportunity for young Chemist with limited capital; terms could be arranged; good reason for disposal. 413/19, Office of this Paper.

BUSINESSES WANTED.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BRIGHTON and Worthing District.—Business with substantial turnover required by proprietor Pharmacist, desirous of a change for reasons of health and educational facilities; details treated in strict confidence. 415/36, Office of this Paper.

LANCASHIRE OR ADJACENT COUNTIES.—Cash Retail Business, taking upwards of £40 weekly; cash waiting for genuine proposition. Apply Orridge & Co., 56 Ludgate Hill, E.C.4. City 2283.

LONDON OR NEAR.—Private Chemist requires immediately a sound business showing returns of not less than £2,000 per annum; living accommodation optional; negotiations, on a strictly cash basis, can be entered into for the immediate purchase of a suitable business; direct introduction will be effected in strict confidence upon application to Ernest J. George, 329 High Holborn, W.C.1.

MANCHESTER.—Chemist's Business required in working-class district, main road preferred; cash transaction. Statim, c/o 413/25, Office of this Paper.

PHARMACIST (26) wants position as Manager or Assistant in a good-class Pharmacy at nominal salary with view to succession; capital available; must be scope for Optical work and suitable accommodation; advertiser would supply all necessary instruments. 414/23, Office of this Paper.

PRIVATE Chemist with capital up to £2,200 wishes to purchase a sound business in a good market town, south of Birmingham; please write initially and in strict confidence for direct introduction, &c., to Ernest J. George, 329 High Holborn, W.C.1.

BUSINESS wanted in busy shopping thoroughfare; rent commensurate with position; neglected, but presenting scope for increase considered; North or South Midland to West Coast preferred, not essential if proposition good; cash £1,000. Write particulars J. Bates, North Road, Ponteland, Northumberland.

WANTED by private Pharmacist-Optician, genuine business in congenial surroundings showing turnover £2,000 to £4,000 with good nett profit, and which must bear strictest investigation; living accommodation optional; can negotiate immediately for purchase on ready cash basis. Reply in strictest confidence to 415/21, Office of this Paper.

PREMISES TO LET.

BOGNOR REGIS, WEST.—Shop to Let, suitable for Dispensing Chemist; good house; splendid opening for above business. C. W. L., P.C.B. 72/4, Office of this Paper.

HANWELL.—Two shops, fitted modern fronts and one with upper part, to let without premiums. Apply Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Telephone Mayfair 7666.

MANCHESTER, Levenshulme, 23 Stockport Road to be let on lease; good main road premises, suitable for Chemist; excellent prospects for National Health Insurance, being directly opposite doctor's surgery in thickly populated district; vacant only through exceptional circumstances; Chemist really needed in this block of shops. Particulars Bramhall, 39 Stockport Road, Levenshulme. Tel.: Rusholme 2308.

ROMFORD.—Splendid opening for Chemist; new corner parade; shops and flats; top of South Street; nearing completion; facing multiple shops; 4 shops let to multiple tenants.—Plans, &c., Vickers & Stanley, 47/8 Berners Street, W.1.

WIMBLEDON.—The ideal position for Chemist, no opposition; main road shop and premises; rent £110 per annum, or price £1,200 freehold. Keys with Ogdens, Chartered Surveyors, facing Wimbledon Station. Wim. 0044.

APARTMENTS.

WHEN YOU COME TO LONDON STAY AT THE HAMPDEN RESIDENTIAL CLUB.

FOR GENTLEMEN. Hampden Street, N.W.1. Close to King's Cross and Euston. 300 bedrooms. 12s. 6d. to 25s. per week, including baths, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Museum 3424.

PARTNERSHIPS.

QUALIFIED Chemist requires working interest in well-established manufacturing or wholesale business; could invest £1,000 to £1,500 in genuine concern. 414/17, Office of this Paper.

AGENCIES.

IRISH FREE STATE.—Well-established resident agent in Dublin is prepared to handle and introduce Chemists' sundries, and would be pleased to enter into correspondence with progressive house. Address in first instance A. D., 219/853, Office of this Paper.

OLD-ESTABLISHED Wholesale firm in New Zealand is open to accept Agencies for approved Merchandise, Chemicals, Pharmaceutical and Industrial, Toilet Preparations, &c.; organisation covers the whole of New Zealand thoroughly; references given and required; correspondence invited. Steele Chemical Proprietary, Ltd., 184-186 Oxford Terrace, Christchurch, New Zealand. Cable address: "Scientific," Christchurch.

SELLING Organisation.—An established firm specialising in manufacture of toilet brushes is anxious to get into touch with house of recognised standing having unrivalled connection with leading Wholesalers of Chemists' and Hairdressers' Sundries, and with Retail Trade throughout the country; only a firm with strong selling organisation is of interest. Address in first instance to 219/854, Office of this Paper.

NOTICE.

NOTICE OF EXAMINATIONS

EXAMINATIONS for the Certificate of Pharmaceutical Chemist, the Certificate of Assistant to a Pharmaceutical Chemist, and for the Preliminary Scientific Certificate under Schedule 2 of the Pharmacy and Poisons Act (Northern Ireland), 1925, will be held in the Municipal College of Technology, Belfast, during the week beginning Monday, June 19, 1933.

Application Forms to be obtained from the Secretary, 55/56 Scottish Provident Buildings, Belfast, must be completed and returned to him on or before Friday, May 26, 1933.

APPRENTICES.

APPRENTICE required for East End business; must be energetic, honest and of Jewish nationality preferred; matriculation essential; good opportunity for learning Dispensing and Counter business; apply in person. D. Vahrman, Ltd., 76 Brick Lane, E.1.

YOUTH (18), matriculated, requires Apprenticeship in South London view qualification. Allnutt, 15 Rodney Road, New Malden, Surrey.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

COLNE and District Co-operative Society, Limited.—Manager, fully Qualified, required for new Drug Department shortly to be opened; duties will comprise Dispensing, Optical and Photographic Business, and also supervision of Ladies' Hairdressing Section. Apply by letter, stating age, experience and wages required, to Secretary, Colne Hall, Colne, not later than May 6. Canvassing Committee and Officials will disqualify.

DORSET.—Qualified Lady required for new business in large town; salary must be moderate to commence; a willing worker and well recommended; one recently Qualified might suit. 413/18, Office of this Paper.

LONDON.—Two Qualified Managers required for holiday relief for about four months; medium and working-class retail. Apply, stating age, experience, references, salary required, to 415/3, Office of this Paper.

LONDON Hospital.—Qualified Locum wanted for approximately twenty weeks, commencing May 1; hours 9 till 5 daily; no extra duties; salary, 4 guineas per week. Applications, stating age and experience, to be made by letter, in own handwriting, to the Pharmaceutist, London Hospital, Whitechapel, E.1.

LONDON, N.W.6.—A gentlemanly Assistant required at once for high-class business, must have had good Dispensing experience; state full particulars by letter of experience and salary required. H. Richman, 6 Canfield Gardens, N.W.6.

LONDON, S.E.—Unqualified Junior Assistant (female) required for Counter and N.H.I. Dispensing. Apply, stating age, experience, references, salary required, to 415/301, Office of this Paper.

MANCHESTER.—Qualified Lady Assistant required for middle-class business; please state age, experience and salary required; applications not answered within 7 days respectfully declined. 413/27, Office of this Paper.

NORTH LONDON.—Unqualified Assistant with knowledge of Optics and Photo required shortly; good Counterman, honest and obliging; full particulars in first letter, but no testimonials or photo, please; letters unanswered in 4 days regretfully declined. 415/5, Office of this Paper.

A QUALIFIED Manager required for small branch working-class business; must be a good Dispenser and Window-dresser. Apply immediately, "Chemist," Bedford Head Hotel, Tottenham Court Road, London.

A SMART Unqualified Lady Assistant required; quick, accurate and reliable Dispenser (N.H.I.); courteous Counter-woman; Photographic experience an advantage; working knowledge of all regulations affecting the modern Pharmacy essential; pleasant S.E. suburb; all usual particulars in first letter, please; applications unanswered in 7 days respectfully declined. 415/13, Office of this Paper.

APPROXIMATELY fourteen weeks, Qualified Locum (gentleman) required, to start June 10. R. R. Pratt, 94 Canterbury Road, West Kilburn, N.W.6.

ASSISTANT required (male), Qualified or Unqualified, for country town, West of England; permanency for right man, single preferred; moderate salary; progressive if satisfactory. 413/180, Office of this Paper.

CAPABLE Developer and Printer wanted for small D. & P., with experience in enlarging, copying, &c.; permanent. Apply, stating age, experience and wages required, first to 413/10, Office of this Paper.

EDUCATED young lady of good personality required for herbal and speciality food business; state age, qualifications. 220/867, Office of this Paper.

LADY Assistant required for business in small seaside village, must be careful and quick Dispenser and used to Counter Trade. Kirkman, Chemist, New Milton, Hants.

LOCUM, Qualified, age about 40, June 17 or 19 to July 1; must be energetic, used to N.H.I. and working-class trade. Please send terms, references and photo if possible to J. W. Hurst, 105 Woodhouse Street, Leeds, 6.

QUALIFIED Lady required, South Coast; pleasing address and appearance; energetic and good Window-dresser; state experience and salary required and when free; enclose photo and references. 414/18, Office of this Paper.

QUALIFIED, male or female, wanted at once; very comfortable and easy position; salary £2 10s. to commence; board residence may be obtained near business at moderate charges; please give full particulars in first letter. Brookes, Bradmore Pharmacy, Trysull Road, Wolverhampton.

QUALIFIED Manager wanted for growing business in the Midlands; must be capable and reliable; age about 35 years. 414/26, Office of this Paper.

QUALIFIED Manager, preferably with Optical Qualification, required to take charge of branch. Apply by letter with full particulars and salary required to "Chemist," c/o 12 Thompson Road, Sheffield.

QUALIFIED Manager wanted for good-class business; capable, adaptable and of good address; married preferred; good living accommodation; interview required; please state age, experience, salary and full particulars to H. A. Mills, 127 Gipsy Hill, Norwood, S.E.19.

QUALIFIED Manager, married man preferred, for May 15, to build up branch opened last year; free living accommodation; wages and profit-sharing; state age, height, experience, salary required, &c.; send photo (returnable), but not original testimonials. Also Locum required for June 24 to July 24; state fullest particulars and terms. 413/34, Office of this Paper.

RESPONSIBLE, experienced, middle-aged Assistant, Unqualified, required in a few weeks' time for London suburb; permanency. Write in first instance, stating age, experience, &c., and salary required, to 127 Venuer Road, Sydenham, S.E.26.

SMART Unqualified Assistant required for Retail Chemists' motor van, small town South England; keen Salesman, with knowledge of trade, not afraid of work; duties chiefly outdoor; salary and commission; undeniable references essential; permanency to suitable man; full particulars please. 414/4, Office of this Paper.

UNQUALIFIED Assistant required, single; quick and accurate Dispenser, knowledge of Photography (D. & P.) work essential. State age, full particulars, references and salary required to R. A. C. Singleton, Hawkhurst, Kent.

WANTED, early in May, Unqualified Assistant (male, 22 to 26) for good-class general business; smart Salesman with good address essential. Apply with full particulars, references and salary required, outdoors, to Mr. S. H. Lambshead, Dellers Pharmacies, Ltd., Palace Avenue, Paignton, Devon.

WHOLESALE.

SALESMEN WANTED

in

WARWICKSHIRE, WORCESTERSHIRE, STAFFORDSHIRE, YORKSHIRE, LINCOLNSHIRE, NORTHUMBERLAND, DURHAM, SOUTH COAST & HOME COUNTIES,

TO SELL "ALLUHR PRODUCTS"

which are being extensively advertised.

OUR ADVERTISING CAMPAIGN FOR "ALLUHR" HAIR REMOVER FOR THE COMING SEASON Reaches £20,000.

A copy of the advertising contract can be shown to all customers called upon.

"ALLUHR" products have little or no competition and are just the sort of additional lines good salesmen are looking for.

If you have a good and sound connection amongst hairdressers and/or chemists, send us your particulars, ground covered, other lines carried, etc.

Highest commission and expenses after a fortnight's trial which is on a very high commission basis only.

Write to:

BRITANNIA LABORATORIES

13, Little Titchfield Street, London, W.1

AN interesting line for Traveller with good connection with Chemists and Hairdressers in coastal holiday resorts; liberal commission. 220/859, Office of this Paper.

REPRESENTATIVE required on liberal commission basis for the Birmingham area and Potteries. Full particulars to Whitaker & Co. (Kendal), Ltd., Colour Works, Kendal, Makers of "Luton" Straw Hat Dyes, "Auroral" Cold Water Dyes, "Winner" Home and Stocking Dyes, &c.

REPRESENTATIVE required, with proved connections, calling upon Chemists and Doctors; to carry new Proprietary as an extra line, which has already a good sale; London and district; commission basis to commence. Full particulars in confidence to 220/866, Office of this Paper.

REPRESENTATIVES for Great Britain and Ireland wanted on salary and commission who are already carrying one or two other first-class lines only, to sell a Patented Electro-Medical article possessing unique merits; absolutely no competition; approved by leading Hospitals and Medical men; already in public demand, but capable of enormous expansion; only men with first-class connections and references need apply. 220/858, Office of this Paper.

REPRESENTATIVES Required by Manufacturers of Perfumes and Toilet Preparations for London, South Coast, Eastern Counties, Midlands, North, Scotland, Wales; good support; keen prices; complete range attractive, advertised packed lines; bulk for filling own bottles; commission all orders from area allotted. P.C.B. 73/3, Office of this Paper.

ROYAL Court Manufacturing Company require Representatives to carry their Preparations (Tintona, Suramas, &c.) as a side-line; commission only; applicants must have good connection and record; full particulars and district in first letter. 4 Chapel Court, London, S.E.1.

SALES Promotion.—Manufacturers of nationally advertised proprietaries sold by Chemists need a man of experience with ideas for the maintenance and development of retailer contact and co-operation. As no travelling staff is employed, all schemes have to be presented to the Trade through the post, and the man in this job must be quick to sense the need for localised or general effort as revealed by territorial analysis of sales. An intimate knowledge of the Pharmacy Trade absolutely essential, and applicants will be required to produce definite evidence of experience and ability in preparing successful Trade letters, circulars, display and sales promotion schemes. Box 251, c/o C. Mitchell & Co., 1 Snow Hill, E.C.1.

SHORTHAND Typist, efficient, quick and reliable, previous experience with Drug or Surgical House essential, required by large West End firm. Write, age, salary, &c., to 219/856, Office of this Paper.

TABLETS AND PILLS.—Experienced Junior wanted for London; must have sound basic knowledge of all Making and Coating processes on modern lines, and be capable of manipulating modern plant; full particulars in first letter. 220/864, Office of this Paper.

PAM SANITARY PADS MADE IN ENGLAND

Representatives required to further introduce PAM Sanitary Pads to Chemists. Remuneration by commission from exclusive areas. State territory and lines at present carried, age, etc., to Pam Manufacturing Co., Ltd., 10 Kingly Street, Regent Street, London, W.1.

THREE more Representatives wanted for Eastern Counties and Yorkshire, Westmorland, Durham, Northumberland and Cumberland, and Dorset, Wiltshire, Gloucester, Somerset, Devon and Cornwall to carry well-known Medical Rubber Goods, &c., which could be eventually handled with other Agencies; liberal commissions on all direct and indirect business from district allotted; only pushing men with sound connection amongst Chemists, Druggists and Hairdressers need apply to 219/855, Office of this Paper.

TRAVELLERS required for North-West London, Southern Counties Kent to Hampshire, North Wales and North-West England who are allowed to carry an extra line; good selling lines on generous commissions to commence with; write for appointment. 412/9, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

CHEMIST, qualified; capable of Dispensing Prescriptions and Sale of Patent Medicines for pharmacy in Uganda; 3 years' agreement; state qualifications and salary required and when free; must be willing to comply with agreement if accepted. Parker, Winder & Achurch, Ltd., Advertising Department, 34 Berkley Street, Birmingham, 1.

SCIENTIFIC Representatives calling on Medical Profession in Egypt, India, South Africa, Australia, New Zealand wanted to introduce well-known Ethical Products on part-time basis. State experience, territory covered, lines handled and remuneration desired. 219/846, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.A.A.—ASSISTANT (24), 5 ft. 7 in., disengaged, requires temporary or permanent situation; go anywhere; trustworthy and conscientious; good Counterman and capable Window-dresser and Dispenser. "Veritas," 7 Princetown Road, Bangor, Down.

A.A.A.—RELIABLE Unqualified (28); tall, smart appearance; 9 years' excellent all-round experience; anywhere; permanent; home or abroad; disengaged. "C.," 44 Partington Lane, Swinton, Manchester.

A.A.—ASSISTANT (20), 5 years' experience; quick Dispenser; permanency; London preferred; disengaged.—K., 47 Aldbourne Road, W.12.

A.A.—LOCUM or permanency; Dispensing, Counter, Windows, Photography, Prescribing; moderate salary; abstainer. Harries, 3 Cancell Road, S.W.9.

A.—QUALIFIED Experienced Manager, disengaged; permanency or locum; London or Suburbs; moderate salary. Davies, 109 Alexandra Drive, Surbiton, Surrey.

A CAPABLE Lady, Unqualified; 12 years' all-round experience, desires post, excellent references; free now. 46 Deodar Road, Putney, S.W.15.

A CAPABLE, Trustworthy Qualified Chemist (lady) requires position; good Dispenser and keen Saleswoman. 11 Fore Street, Heavitree, Exeter.

A QUALIFIED man (27), 7 years' London experience, seeks position as Manager; good all-round and Photographic knowledge. 413/15, Office of this Paper.

AS Locum, Manager and Holiday Assistant; 30 years' good experience Counter, Book-keeper, Dispensing and Worker. "Prescriber," 130 Scott-Ellis Gardens, N.W.8.

AS Manager or Assistant; Qualified (35); keen, tactful worker; good education and address; used to good-class business. "R," 6 Elmers End Road, S.E.20.

ASSISTANT Dispeuser, Lady, desires post (Hall), whole or part-time; excellent references; in or near Brighton. 8 Prestonville Road, Brighton.

ASSISTANT, Qualified (25), desires position iu high-class Pharmacy; experienced Dispenser, Counterband, &c.; excellent references; moderate wage. 415/6, Office of this Paper.

ASSISTANT, Unqualified, experienced all branches; single; free any time; permanency; personal interview London only. Jones, 8 Kingswood Avenue, Queen's Park, N.W.

ASSISTANT, Unqualified, free; 15 years' experience Counter Dispensing and Window-dressing; capable and willing worker; tall, trustworthy. Tuck, Ridley House, Victoria Crescent, Royston, Herts.

ASSISTANT, Unqualified, tall, with 30 years' experience; single; disengaged. Harris, 24 Link Road, Edgbaston, Birmingham 16.

ASSISTANT, Unqualified, wants post at reputable establishment, referred Pharmacy; good experience; moderate salary; references; serve in any part. 413/24, Office of this Paper.

ASSISTANT (23), Unqualified, 6 ft.; good appearance; fluent French; two seasons Paris, one Nice; seeks situation England or foreign. 415/16, Office of this Paper.

ASSISTANT (21), Part I, experienced Counter, Dispensing, requires part-time post, London S.W. preferred, not essential. Marshall, Feering, Kelvedon, Essex.

ASSISTANT (25), unqualified; good Dispenser, Counterman, &c.; excellent references; accept locum. Evans, "Pickwick," Gurney Court Road, St. Albans.

ASSISTANT (28), Referred Forensic, requires post May-July inclusive; retail and Dispensing; undeniable references. Davies, 87 Brightwell Avenue, Westcliff, Essex.

BRANCH Manager, Qualified; Provincial/London experience; successful record; thoroughly recommended; disposal necessitating change; 3 years present, London area. "Surrey," 220/862, Office of this Paper.

DISENGAGED Locum, over 20 years' all-round experience; highest references; few holiday dates vacant. Chemicus, 56 Rudloe Road, Balham.

DISPENSER, Qualified (23), requires post, either Retail or Hospital; 6 years' experience. 413/37, Office of this Paper.

FIRST-CLASS Counter, Photography and Hospital experience; late Morny's, Regent Street; middle age, abstainer; present berth 5 years. MacLellan, Wotton-under-Edge.

J.C.Q.O. F.S.M.C. (25); expert Refractionist; sound technical knowledge; 4 years' experience Pharmacy, Dispensing; Public School education; disengaged. 413/40, Office of this Paper.

KEEN Salesman, Window-dresser, Dispenser (25), Unqualified; 9 years' experience London and provinces; excellent references; desires post London. Mayne, 60 South Side, S.W.4.

LADY Assistant; locum or permanent; good general experience; highest references. "Locum," 7 Dunbar Road, Forest Gate, E.7.

LADY, Qualified, Scot; tall (30); experienced Photography, Counter work, English Dispensing; excellent references; free now. 412/23, Office of this Paper.

LADY, Qualified, seeks post; excellent experience and references; Hospital and retail; Locums. "M.P.S.," 5 Snowdon Road, Eccles, Manchester.

LOCUM Tenens, Qualified, male; high-class retail or Institute; experienced; conscientious; references. Dispenser, 31 Hill Crescent, Kenton, Middlesex.

LOCUM or Manager, Qualified, elderly, active; good Prescriber; sold own business. Tenax, Post Office, Wilden, Beds.

LOCUM or Part Time; Part I; accurate Dispenser; good knowledge Photography; 5 years' exceptionally valuable experience; excellent references; good appearance. Gerhold, 26 Camborne Avenue, W.13.

LOCUM, Qualified; a few more open dates; experienced, with best references. Pharmacist, 331 Fulbourne Road, Walthamstow, Essex, E.17.

LOCUM, Qualified (35); all-round experience as Manager and Assistant. Chemist, 50 Grove Lane, Camberwell, S.E.5.

LOCUM (45), Qualified, experienced, now booking, summer months; first call, railway fare not included; would entertain Management small lock-up shop, view to succession. Howell, Chemist, Manorbier, Pembrokeshire.

M.P.S. F.S.M.C., F.I.O., (32), single, tall, requires post as Manager; good London and suburban experience; excellent references. 416/8, Office of this Paper.

M.P.S (Lady), experienced and reliable, desires Locum or Permanency; disengaged; Lancashire, Cheshire or near. 408/6, Office of this Paper.

MANAGER or Qualified Assistant (26), tall, of proved ability, seeks responsible post, permanency; nine years West End and Provinces; excellent references; moderate salary. 13 Octavia Street, S.W.11.

MANAGER, Qualified and reliable; disengaged end May. Chambers, 15 Robert Road, Handsworth, Birmingham 20.

MEDICAL Student (23) will go as Junior or Improver in good-class Pharmacy; energetic and intelligent; height 5 ft. 11 in.; abstainer; moderate salary. 415/7, Office of this Paper.

PART-TIME Assistant, Unqualified (30), tall, good address, seeks post, evenings and Saturdays, London, W. or N.W. 412/22, Office of this Paper.

PART-TIME, London area (25); 7 years' experience West End, Chelsea, N. London; Photography, Dispensing, Counter; referred pharmaceutical chemistry. Jillings, 6 Fallow Court Avenue, N.12.

PHARMACIST'S Widow seeks post as Housekeeper to Chemist; experienced all domestic duties and conversant with Drug Trade; willing to assist in Pharmacy. Apply 1 Ponts Hill, Littleport, Cambs.

QUALIFIED Assistant (23) requires post, temporary or permanent; experienced Photography, Dispensing, &c.; disengaged; wage £3 weekly; good references. Denny, 2 Elmgrove Road, Gorleston, Norfolk.

QUALIFIED experienced Lady Dispenser, Book-keeper; go anywhere; Doctor or Chemist; disengaged. Taylor, 16 Saberton Avenue, Cardiff.

QUALIFIED Lady (M.P.S.) requires situation, Locum or permanency; good appearance; first-class training Dispensing, Counter Work, Window-dressing; excellent references. 413/8, Office of this Paper.

QUALIFIED Lady requires post London; excellent references; 6 years' experience high-class Counter, Dispensing, Window-dressing. P.P., 1 Courtnell Street, W.2.

QUALIFIED Locum now booking dates for summer holidays; registered N.P.U. L., 2 Manton Way, Galpeus Road, Thornton Heath.

QUALIFIED Manager or Assistant; 9 years' West End experience; reliable Dispenser, good Salesman and Window-dresser; disengaged. "Pharmacist," 69 Gordon Road, Ealing, W.5.

QUALIFIED Woman, experienced, quick worker, good references, wants permanent part-time engagement near Exeter; small salary. 413/35, Office of this Paper.

QUALIFIED, young, disengaged; season or permanency; 5½ years' excellent and varied experience. M.P.S., Medical Hall, Holyhead.

QUALIFIED (26); experienced all branches; excellent references; disengaged now; South West preferred. Conibear, Bridge Street, Exeter.

QUALIFIED (50), locum, temporary or otherwise, all-round experience, West End dispensing, salary low, excellent references, disengaged. "Sussex," 413/17, Office of this Paper.

QUALIFIED (28), tall; 12 years' experience Dispensing, Photographic, Counter; seeks permanent situation as Senior; anywhere; moderate commencing salary; free one week. "W.," 65 Kensington Gardens Square, W.2.

QUALIFIED (32), desires Locum, free until June 24; excellent references. Wilfred Higson, 338 Rutland Gate, Blackpool.

UNQUALIFIED Assistant (23); good experience in Dispensing, Photography, Counter, Window-dressing; excellent references; immediately available. Mathews, 96 Mitcham Lane, Streatham, S.W.16. 'Phone Streatham 7560.

UNQUALIFIED Assistant (20), experienced in Dispensing and Window-dressing, Counterman, seeks post near evening school. E. J. Cave, 6 Cemetery Road, Dereham.

UNQUALIFIED Assistant, thoroughly conversant with all branches Pharmacy; excellent references; now at liberty. R. Slee, 106 Fifth Avenue, W.10.

UNQUALIFIED, Competent, all-round; tall, young, energetic; 9 years' experience all branches; release immediate; well recommended; London W. or S.E. preferred. Michaels, c/o Martin, Chemist, 77 Norwood Road, S.E.24.

UNQUALIFIED (23), locum or part time; excellent references; Dispensing and Counter. Spence, 18 Longley Road, Tooting. 'Phone Streatham 5760.

UNQUALIFIED (24, male); tall; first-class town and seaside experience all departments; excellent references. 38 Westville Road, Cardiff.

UNQUALIFIED (32) Lady desires post, London or suburbs; competent Dispenser, Counter-hand, Book-keeper; 12 years' experience retail. 415/24, Office of this Paper.

UNQUALIFIED (28); go anywhere; do anything; married; permanency preferred; 10 years' excellent experience Dispensing, Photography, Counter, Surgical, Window-dressing, Book-keeping in good-class Provincial businesses; keen, energetic, reliable, not afraid of hard work; first-class references; disengaged. Watson, Milestones, Chilworth, Guildford.

YOUNG Lady, Unqualified, 3 years' experience Dispensing and Counter; Doctor or Chemist. Read, 40 Norman Road, Newhaven, Sussex.

WHOLESALE.

A REPRESENTATIVE of highest repute and excellent records is desirous of joining a well-known house, London and Greater London; undeniable credentials; own car. Particulars to P.C.B., 73/14, Office of this Paper.

CHEMIST'S daughter, aged 22, requires situation as Secretary; shorthand typist; experienced. City or suburbs London. Disengaged. 414/24, Office of this Paper.

ENERGETIC Young Irishman (31), well educated, doctor's son, 6 years' first-class American business experience, seeks appointment as Irish Free State representative or agent on commission for high-class firm; close family connections with both Medical and Pharmaceutical professions. 412/34, Office of this Paper.

EXPERIENCED man, 39. Accustomed to responsibility, with valuable knowledge of Sales Organisation and Advertising. Capable accountant and correspondent. Desires appointment; modest remuneration. 414/37, Office of this Paper.

EXPERIENCED representative, excellent personal connection East Midlands and South Yorks, wishes to join reputable House; (agencies considered); young capable, Salesman; able to influence sales, with really live connection. 414/35, Office of this Paper.

GENTLEMAN desires post as Medical or Dental Representative; experienced salesman; good pharmaceutical training; excellent references. 414/39, Office of this Paper.

MANUFACTURER'S Chemist seeks engagement; pharmaceuticals and toilets; North preferred; M.P.S. 415/20, Office of this Paper.

MARGATE to Penzance and Channel Isles; Traveller, M.P.S., good connection, wants commission, drugs or speciality; free. 415/31, Office of this Paper.

REPRESENTATIVE, energetic, thorough worker, valuable extensive Chemists' connection London and Provinces; 300 new accounts 12 months; car. "Successful," P.C.B. 73/4, Office of this Paper.

REPRESENTATIVE, keen, energetic Salesman, with 10 years' connection in London and South England; Perfumery, Toilets, Sundries, Proprietaries; desires to represent house of repute. 415/25, Office of this Paper.

SCOTLAND.—Qualified Chemist resident in South would like to hear from manufacturers wishing representation non-competing lines; commission basis preferred; experienced traveller. 416/4, Office of this Paper.

SCOTLAND.—Representative, sound 10 years' connection Chemists, Hairdresers, free May, desires represent good-class firm Toilets or Proprietaries, or would accept commissions. 416/3, Office of this Paper.

SCOTLAND.—Representative, first-class connection; Wholesale, Retail Chemists, stores; open to represent good firm or agencies; disengaged; car. 413/16, Office of this Paper.

TABLET Maker and Coater (22); 5 years' experience large firm manufacturing Chemists, desires change; secondary education; excellent references. P.C.B. 73/7, Office of this Paper.

YOUNG Man, as yet unqualified, seeks position with Manufacturers, laboratory work preferred; excellent practical and college training; age 23; references. Randwick House, Pannal Ash Road, Harrogate.

FOR SALE.

(Articles to the value of £5-£50.)

AUTOWAY Personal weight machine, almost new; perfect working order and appearance; penny-in-slot; best offer secures. 413/21, Office of this Paper.

BARGAIN.—Complete stock of Chemist's drugs, etc., including many expensive preparations; returnable empties worth over £8; also large number of Shop Rounds; cheap price for quick sale. Inspection invited at 321 Bethnal Green Road, E.2.

CASH Register, "National" model for sale; condition as new; reasonable price. Write to R. Welch, Shirlea, Somerset Way, Iver, Bucks.

FOR DISPOSAL.—Eureka Tablet Machine, perfect condition; 5-grain Hand Pill Machine; 5-grain Piping Press; Registered Trade Mark Vitis-Fortis; 10 dozen 40-oz Stoppered Bottles; automatic self-propelling Fan; Balances; accept low offer for cash. Morgan, 87 Kingsland Road, London, E.2.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

CLEAR OUT—your Old or Damaged Stock of Photo Goods
Why keep them any longer? Turn them into CASH.
I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.
S. E. HACKETT, 23 July Road, Liverpool

MISCELLANEOUS.

A BARGAIN for Beginners or Alterations: Second-hand 10 ft. Wall Case, 8 ft. high, £10; second-hand Silent Salesman, 2 ft. 6 ins. high by 18 ins. square, 70s. Quantities of other bargains. Write, stating requirements, PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass Fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, &c., ready for immediate delivery at competitive prices. Write or call for List. F. MAUND & E. BERG (SHOWCASES), LTD., 175/9 and 336 Old Street, London, E.C.1.

CHEMISTS' FITTINGS, direct from manufacturer; soundly constructed in oak and mahogany; 8 ft. Drug Run, £18; 6 ft. Dispensing Screen, £14; 6 ft. Showcase Fronted Counter, £8 5s.; 6 ft. Wall Case, £11; 6 ft. Glass Counter, £8 15s.; Counter Case, 30 x 24 x 18, £2 5s., &c. Send now for photographs, or call and inspect. MYERS, Complete Chemist Fitters, 134a, Kingsland Road, E.2, near Shoreditch Church. Bishopsgate 2524.

CHEMISTS' FITTINGS, mahogany; Wallcase, 8 ft. long, 2 ditto 4 ft. long, 1 6 ft. long, 8 ft. high; Glass-front Counter, 10 ft. long; 7-ft., 6-ft. and 5-ft. Dispensing Screens; 1 6-ft. Oak Dispensing Screen; 8-ft. Oak Glass-front Counter; low prices. GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, City Road, E.C.1. Phone: Clerkenwell 5371.

ENVELOPES.—We have 275,000 Job Mixed quality Commercial size envelopes to clear at 2s. 3d. per 1,000; well-gummed flaps. J. C. KING, LTD., 42 Goswell Road, London.

GENTLEMEN, we have what you want both in newly-designed as well as reconditioned Fixtures, Drug Fittings, Dispensing Screens, Counters with Glass Fronts, All Glass Counters, Wall Cases, Silent Salesmen, Perfumery Cases and Desks, &c., to suit your Pharmacy; please call or send us your requirements. RUDDUCK & CO., 219-227 Old Street, London, E.C.1.

LIMITED COMPANIES REGISTERED.

SPEEDY and efficient service, backed by over twenty years' experience in every class of business. Most reasonable and inclusive fee. Advice free. Write to A. B. SLACK, 721 Princess Road, West Didsbury, Manchester.

SET of Elegant Mahogany Fittings, comprising Wall Cases, Dispensing Screen, Serving Counter, Shop Rounds and all the usual implements used in a chemist's shop; Maw's best workmanship; price £200; just disposed of lease. 220/861, Office of this Paper.

WE can supply the Raw Material and an easy and simple process for the Manufacture of Saccharine. Write 220/857, Office of this Paper.

EXCHANGE COLUMN.

WANTED

PILL Massing Machine for hand power, capacity about 10 lbs. Particulars and sketch to Eucryl, Ltd., Southampton.

WANTED Immediately.—Second-hand Fittings, Dispensing, Counter and Personal Scales, Mortars, Measures, Shop Rounds, &c., for New Shop. 413/36, Office of this Paper.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

"The Chemist and Druggist"
COMPACT LIBRARY

PHARMACEUTICAL FORMULAS (P.F., Vol. 1).
The tenth edition of this, the most complete pharmaceutical formulary in the English language, comprises (1) selected formulas from the British, United States, and several other pharmacopœias; (2) unofficial formulas from hospital pharmacopœias and other sources, British, colonial and foreign; (3) known, admitted and approved remedies (218 pages) taken from previous editions of "Pharmaceutical Formulas" and from THE CHEMIST AND DRUGGIST Diaries; (4) concise descriptions of practical methods of manufacture, adapted to the retail shop; (5) an Appendix comprising laws and regulations governing the sale of poisons, the hours of closing, medicine-stamp duty, the use of spirits and many other data —*e.g.*, a solubility table and chart. The volume contains 1146 pages. Price 15s., by post 15s. 9d.

THE ART OF DISPENSING.
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